

FUTURE OF 'THE TIMES'

Dismay and disbelief among the politicians

By Our Political Staff

There were reactions of dismay and disbelief among politicians at the news of Lord Thomson's decision to sell *The Times* and *The Sunday Times*. No Cabinet Minister would comment for the record, however, although some will see confirmed their beliefs of what they see as the destructive power of trade unions.

In Whitehall it was said discreetly that the news had been received with great regret. By coincidence, the Prime Minister was last night fulfilling a long-standing dinner invitation from the Canadian High Commissioner at which it was conceded the subject could hardly have failed to have come up.

Among public reactions were those of Mr Michael Foot, deputy leader of the Labour Party, who said: "Every journalist in the country, I think, would be deeply shocked at hearing the news. The only consolation is that there is a little time left for a full-scale rescue operation to be attempted."

"Undoubtedly this has created a crisis of major proportions for the free press in Britain."

Mr David Winnick, Labour MP for Walsall, North, said the Government should set up a trust fund to run *The Times* if no suitable buyer emerged.

"The Government should work on the basis that closure of *The Times* would be totally unacceptable in view of the fact that it is a national institution," he said.

"If there is no suitable offer I shall propose that the Government set up a trust fund, on the lines of the BBC, to ensure that *The Times* is kept going."

Mr Eric Moonman, chairman of the Labour newspaper group and former MP for Basildon, said after a meeting of the group that he would be discussing with Mr Ronald Hayward, Labour Party general secretary, detailed proposals for intervention. "A Labour newspaper with the format of *The Times*."

Although the group regretted the need for two outstanding British newspapers to be sold, it provided an opportunity for the Labour and trade union movement to meet the long-felt need of obtaining a representative voice in the press.

Mr Julian Critchley, MP for Aldershot and chairman of the Conservative media committee, has written to the Leader of the House, Mr Norman St John Stevas, asking for a Commons debate next week on the sale.

Shares up 26p after suspension

Shares in the International Thomson Organisation were suspended when the stock market opened yesterday. Transactions resumed at midday after the company's announcement, with gains stretching to 40p a share at one time.

When dealings ended yesterday ITO shares had made a net gain of 26p to 360p.

Union leaders stunned amid fears that entire industry is in danger

Regrets on the machine-room battlefield

By Paul Routledge
Labour Editor

Newspaper union leaders said they were stunned when they were told yesterday that *The Times* and its supplements, being put up for sale. Print workers are being urged to work normally, to facilitate a smooth transition to a new owner.

The unions were given the news by Mr James Evans, chairman of Times Newspapers Ltd, at a brief meeting in New Printing House Square at the same time that it was being broken to the staff. Further talks will be held with management this afternoon.

The announcement that Thomson International was pulling out of national newspaper production brought speculation in some quarters that the entire industry was in jeopardy. Mr Edward O'Brien, deputy general secretary of the National Society of Operative Printers, Graphical and Media Personnel (Natsop), said: "Sooner or later we have got to breathe a bit more sense into the national newspaper industry than we have got at the moment. Otherwise, there will not be an industry."

Insisting "that applies to management as well as men," he disclosed that the TNL chairman had told the unions that after the 1979 suspension of the titles, management "had not won the hearts and minds of the employees."

"I believe he is right," Mr O'Brien said. "So maybe a new management team and new owner might be a solution to the problem. But whoever it is, our people must agree to honour their obligations and act in a responsible way. If there are difficulties, they have to be resolved round the table, not by turning the machine room into a battlefield."

Leaders of the main craft printing union, the National Graphical Association, will be reporting to their members this morning, but Mr Joe Wade, the general secretary, said last night: "We believe it is in the best interests of all unions that their members should, despite their understandable reaction, continue to produce the newspapers without disruption because that is the only basis on which we can seek to persuade Thomson International to reverse this decision, or if that is not possible, to provide a basis on which a new buyer or buyers can be persuaded to take over the various titles."

Mr Robert Maxwell, head of Pergamon Press, said yesterday that he would seek talks with Lord Thomson "to see what role I and Pergamon Press can play in the acquisition of these titles."

Mr Maxwell said: "I believe I am the only person willing to make an offer for the entire package, *The Times*, *The Sunday Times* and the supplements without breaking them up which, as I understand it, the Thomson Organisation is looking for."

He had a figure in mind, but was not prepared to reveal it at this stage.

"I will be discussing with the trade unions whether they would like to add funds to a consortium and whether it should be a workers' cooperative with a measure of private enterprise."

Earlier this year Pergamon launched a "down share" raid on the British Printing Corporation, one of Britain's biggest printing and publishing groups, and bought almost 30 per cent of the capital. Sun Frinters, one of BPC's companies, produces *The Sunday Times* colour supplement.

Among other possible candidates is Sir James Goldsmith. He, too, has made no secret of his interest in owning a national newspaper. It is said he has been a bidder for *The Observer* when it was up for sale.

Subsequently he launched his own weekly news magazine, *Now! Sir James* was said to be about to buy *The Sunday Times*.

The London Group ruled itself out of the running. A spokesman said: "We have had no discussions with either of the parties, and we have no intention of doing so. We are not interested. They are money losers."

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Mr Evans says some unions broke promises

By a Staff Reporter

Mr Harry Evans, editor of *The Sunday Times*, said last night that both newspapers would survive the crisis under new ownership.

Mr Evans, who said he would accept notice of dismissal along with his staff, said: "It is unthinkable that they will die. But they will not necessarily survive in their present form, or on their present site, or together."

We want someone to come in who is capable of and prepared to make the organization work, whether separately or collectively, in a way it has not worked over the past year."

Earlier he told TNL that some sections of the workforce had not kept their promises and had disrupted production. "That has broken the heart of Ken Thomson and broken the hearts of many people as well."

No betrayal of my father, Lord Thomson says

By a Staff Reporter

Lord Thomson of Fleet said last night that he did not feel he was betraying his father's memory by selling *The Times* and *The Sunday Times*.

In an interview on the News at Ten television programme, he said he was faced with a decision his father had not had to make. "It would have broken his heart to make it but make it he certainly would."

He said, however, that in selling the papers the Thomson Organization was not getting rid of any ordinary commodity. "When we consider propositions that might be placed before us, foremost will be the quality of the purchasers."

If the current traumatic situation was transferred into a spirit of cooperation by the staff so that the papers' future could be secured by somebody else, then we will have got something for all our effort, frustration and money."

Lord Thomson said he could not feel happy about industrial relations in Fleet Street.

"I just do not see how an organization can expect to stay in business and operate properly and profitably if there is not some kind of cooperation and goodwill among the members of staff and management."

Troubled industrial relations main reason for action, managing director states

Mr Gordon Brunton, managing director and chief executive of the Thomson British Holdings Limited, made the following statement yesterday (October 22, 1980):

Thomson British Holdings Limited (TBH) announce today their intention of withdrawing from the publication of *The Times*, *The Sunday Times* and their associated publications. It is with the greatest reluctance that the board has been forced to the conclusion that despite strenuous efforts of management at all levels and the expenditure of massive sums of money the existence and development of the titles will have the opportunity of a more secure future in other ownership. This decision has the endorsement of the board of International Thomson Organisation Limited.

Many agreements not implemented

The major reason behind this decision is the continuing troubled history of industrial relations which goes back over many years. This includes the 11-month suspension of publication in 1978-79 in the attempt to introduce disputes procedures, guarantees of continuous production, a new wage structure, more realistic manning levels and the introduction of new technology.

By November, 1979, sufficient progress in negotiation had been achieved to permit resumption of publication. Since resumption negotiations have been sound and within the context of a general economic recession advertising has stood up well. Regrettably, however, many of the agreements reached have not been implemented by some of the unions concerned. The newspapers have continued to be subjected to industrial disruption and various forms of non-cooperation from sections of the workforce and it has not been possible to operate the new technology even on the most limited basis.

This has occurred against the background of a very serious financial position which has been fully communicated to the employees at all levels in the company.

In the current year Times Newspapers Limited is expected to incur a pre-tax loss of some £15m and to borrow from TBH £22m. Since the formation of Times Newspapers in 1967 more than £70m has been advanced from Thomson sources and used for investment, working capital

and losses incurred. It is within this financial context and with the continuing disruption that the board of TBH has concluded, in the interests not only of shareholders but also of the group's employees, that if the present situation is allowed to continue it will threaten the development of and the very security of the organization as a whole.

In evaluating any proposals for a change of ownership, the board will ask the national directors of Times Newspapers Holdings Limited, the Editor-in-Chief and the two editors, will be directly involved in the assessment of any proposal made concerning the future of the titles as editorially independent newspapers of high quality.

If it is not possible to achieve continuation of any or all of the titles under new ownership by March, 1981, the TBH board has concluded that it can no longer justify sustaining the financial losses of the past year and more realistic manning levels and the introduction of new technology.

TBN will provide Times Newspapers with sufficient funds to sustain the current level of trading losses until then and to enable it to meet its obligations to suppliers and staff on an orderly transfer or closure of the businesses.

Operations funded until March

If it seems unlikely that a sale can be achieved by March, 1981, it may be necessary to issue notices of dismissal to employees of Times Newspapers in the near future, but the TBH board has decided to fund the operations of the papers until March unless disruption makes efficient and continuous publication and distribution of the titles impossible.

The Departments of Trade and Employment have been informed of the decision and consultations with the staff and trade unions have begun.

While it may be preferable for Times Newspapers to be kept together as an entity, it is possible that interests will be shown in individual titles or parts of the company. Any such proposals would be carefully examined. Wherever interest was shown in acquiring the suspension last year, none of these approaches was pursued.

The reasons why TBH has publicly stated its intentions are the desirability of giving all parties the opportunity to express their views and to ensure that all those concerned with the future of the company and its titles are able to express their interest. We believe that it is very much in the public interest that matters affecting the future of these national newspapers should be conducted in an open and responsible way.

Full support of Lord Thomson

Lord Thomson, chairman of International Thomson Organisation and TBH, stated:

"This decision has been reached with great regret and it has the full support of all the members of the Boards of International Thomson Organisation and Thomson British Holdings. I very much hope that it will be possible to make arrangements whereby the publication of the titles can be continued under new ownership from March, 1981."

"My father and I have repeatedly made it clear that our continued support for Times Newspapers was conditional on the overall co-operation of the newspapers' employees and I have said clearly that this cooperation would not be forthcoming under our ownership."

"It is regrettable that in spite of the millions of pounds which have been provided to Times Newspapers over the years to enable these newspapers to survive and in spite of the efforts of many loyal employees who have built the papers to their present eminence and to whom I express my deep gratitude, we have been unable to secure the cooperation of important sections of the workforce on a reliable and consistent basis. I believe that a change of ownership could provide Times Newspapers with the opportunity to create a new and constructive relationship with its staff. With their cooperation and good will, Times Newspapers could be a viable and profitable business with excellent prospects for the future."

HOME NEWS

AUEW rejects appeal court rebuff over dismissed researcher

By David Macintyre
Labour Reporter

The highest internal appeals body in the Amalgamated Union of Engineering Workers has rejected the advice of the National Board of Industrial Relations to allow an employee who was dismissed from his job in the union's research department to be reinstated.

The union's final appeals court, made up of rank-and-file members, voted by six to five to uphold the appeal of Mr Robert Eward, who was dismissed by Mr John Egan, the union's general secretary, for alleged misconduct.

The decision was taken during the appeal court's annual meeting in Eastbourne, after standing orders had been issued to allow Mr Egan to justify the dismissal.

The outcome may provoke a fresh constitutional conflict between the right and left wings of the union. Mr Egan said he believed the court was competent to have made the decision and would not implement it.

Mr Eward had earlier argued that the matter was not one for the appeals court, and

withheld the papers from the court. By eight votes to three, however, the court decided that Mr Eward was an employee, as well as an employee, and could within the union's rules review the case.

The issue arose over work done by Mr Eward and Mr Alan Hughes in February for Mr Robert Wright, the union's assistant general secretary, who is now the left-wing challenger for Mr Eward's job as president of the union. Both men argued that they had done the work in their own time.

The union is appealing to the Employment Appeals Tribunal against an industrial tribunal ruling in April that both men were unfairly dismissed. The tribunal found that the men had not committed "gross misconduct" but it said their behaviour justified a 30 per cent reduction in costs.

Sir John said: "As the final appeal court was clearly irregular and unconstitutional in accepting the appeal, even more so in considering neither the evidence nor the general secretary's authority to recommend a dismissal. Mr Eward will never be reemployed by our union."

Film crew questioned about 'dog baiting'

By a Staff Reporter

The police questioned a crew of a film team from Birmingham on programme yesterday after raiding a quarry in Dorset where dog-baiting sessions were allegedly taking place. The crew were interviewed 12 men, after search said to involve two animals.

Television equipment seized was taken to the police station in Dorset. The police said a film crew from Birmingham had been seen at the quarry, where dog-baiting sessions were allegedly taking place. The crew were interviewed 12 men, after search said to involve two animals.

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Clash over leadership vote options

Continued from page 1

"Since the conference is for rule-making, it cannot accept resolutions, only constitutional amendments: since these have to be in by December 5 (as the NEC decided yesterday) for publication in mid-December to an agenda, there is little time left to advise local parties in time for the annual meeting in November."

However, the NEC instead of simply advising local parties that resolutions will not be in order, appears intent on circulating a draft amendment for an electoral college.

The reform will be decided by an NEC working party, set up yesterday, with overwhelming left-wing participation.

That sticks in the throats of many MPA. For the party conference did not decide to set up an electoral college. It is in fact rejected two versions of such a college. It decided only in principle that there should be a wider franchise in the election of the leader.

The P.E. position, formally, remains one of rejecting electoral college. It is now accepted that its own exclusive prerogative in electing the leader has to change, but it is argued that there are many other options, including a franchise for all party members and primaries—all of which could be acceptable as amendments to be debated.

"Members of the NEC will try to lead CLPs away from that by trying to give them the mistaken impression that they have got to settle for an electoral college," Mr John Golding, MP, one of the NEC centre-right majority, complained.

Europe trip: Mr Eric Heffer and Mr Wedgwood Benn, two of Labour's leading anti-EEC campaigners, are to visit the European Socialist group in the European Parliament next month. The party's national executive decided yesterday. They will also meet the Labour MEPs to explain the conference decision to press for joint-fund.

Unions seek to wipe out £300,000 Labour deficit

By Our Labour Editor

Trade union leaders are to have talks with senior Labour Party officials with a view to raising greater cash support to wipe out the party's estimated deficit of £300,000.

Trade Unions for Labour Party, the pressure group set up after the decision to open a meeting called to put the unionisation of a formal political footing. It was also agreed that the unions would agree to wipe out the deficit by the end of the year.

Mr David Bannister, chairman of TULV, said yesterday that the unions had a cash flow of

Injunction threat to EXIT euthanasia group

By a Staff Reporter

The voluntary euthanasia group EXIT was served yesterday with a writ to restrain it from publishing a booklet which would contain details of how to commit suicide.

Mr Nicholas Reed, general secretary of EXIT, said the case would be heard in the High Court in London on Monday.

"Some members of the executive are willing to go to prison for the principle of publishing the booklet," he said.

The writ came from Dr Gordon Brown, a member of EXIT, who agreed to publish the booklet.

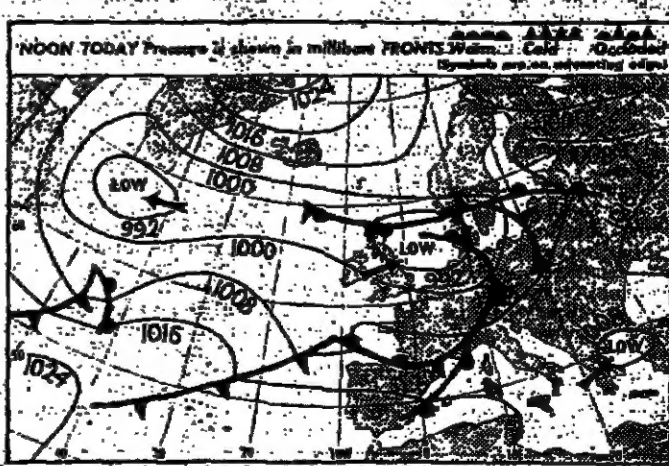
EXIT's executive proposed publication recently but a new executive appointed last Sunday decided to go ahead. The booklet's content was decided by the executive.

Ellin scheme dropped

By a Staff Reporter

A consortium of four leading sources has withdrawn a scheme for a new cinema, bar and car park in the centre of Oxford after the refusal of planning permission by the city council.

Weather forecast and recordings



Today	Sun rises	Sun sets
	7.39 am	5.51 pm
	Moon rises	Moon sets
	6.36 am	6.12 pm

Lightning up to 6.21 pm to 7.10 am. High temperature in the North 52° to 54°; in the Midlands 50° to 52°; in the South 50° to 52°.

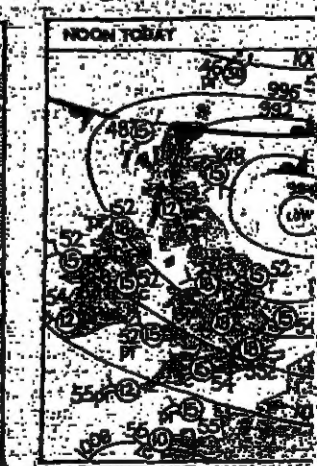
Low temperature in the North 40° to 42°; in the Midlands 38° to 40°; in the South 38° to 40°.

Forecast for 6 am to midnight: London, SE: central S England, Midlands: Scattered showers; few bright or sunny intervals; wind W fresh to strong; max temp 12° to 14°; min temp 10° to 12°.

East Anglia, E. NW, central N, England: Rather cloudy; wind W fresh to strong; max temp 12° to 14°; min temp 10° to 12°.

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Feeling Sorry's Not enough... if Emma is ever to escape

She is 83, and increasingly frail. Yet every night she has to sleep on the settee in the one bedroomed flat of a disabled couple who have given her shelter.

Emma's own home was declared "unfit for human habitation" and friends who themselves battle with great difficulties, offered her a temporary home. Her local authority has so far been unable to offer her anything suited to her limited ability to climb stairs.

To help old people like Emma. Help the Aged needs funds—to provide more sheltered flats, to assist medical work for the frail, day centres for the lonely and minibuses for volunteer transport for the housebound.

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Do you know that Vauxhall Astras now start at £3404?

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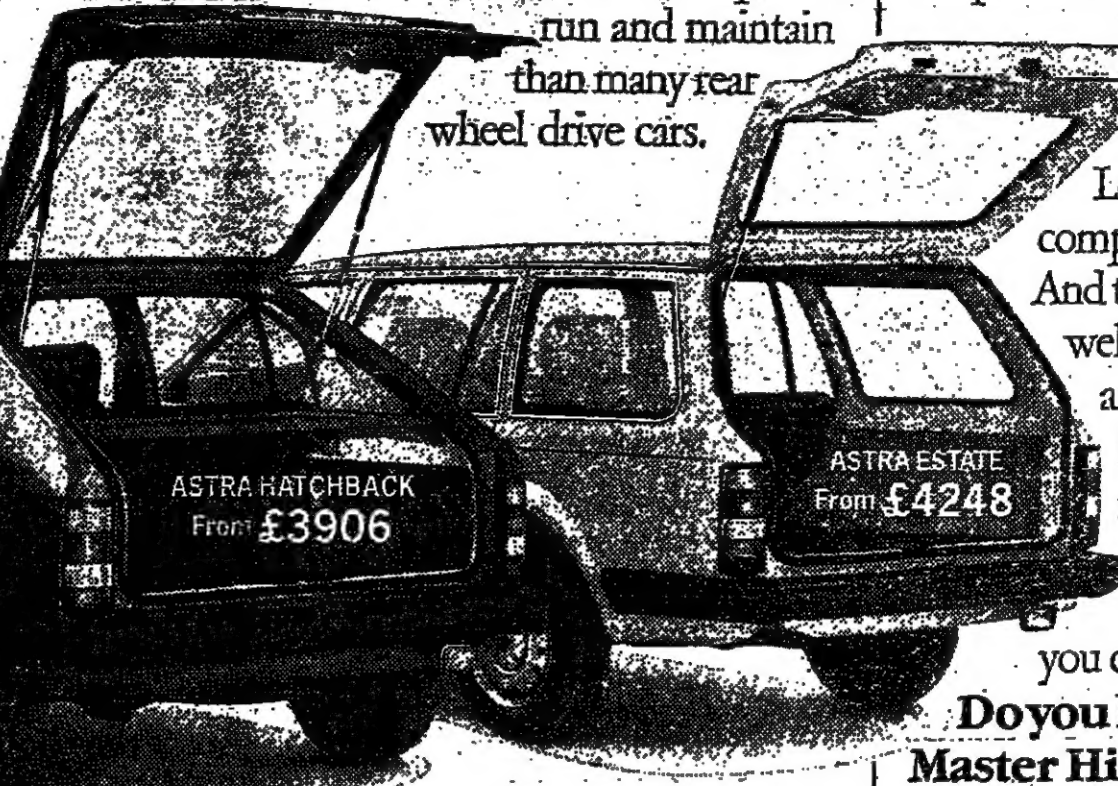
The Astra Saloon incorporates the high technology of all the Astras, and comes in 2 or 4 door versions with a choice of trim.

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ASTRA E	SALOON	4	1200 S
ASTRA L	SALOON	2	1200 S
ASTRA L	SALOON	4	1200 S
ASTRA L	HATCH	3	1300 S
ASTRA L	HATCH	5	1300 S
ASTRA GL	HATCH	3	1300 S
ASTRA GL	HATCH	5	1300 S
ASTRA L	ESTATE	3	1300 S
ASTRA L	ESTATE	5	1300 S

Do you know how easy the Astra 1300S Hatchback is on fuel?

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VAUXHALL

HOME NEWS

Cunard seamen who 'would not bow to the union' are flown home from stranded liner

Fifteen members of the crew flew back to Britain yesterday from the liner Cunard Countess, which has been stranded in Barbados for a week by a dispute over the use of foreign crews.

Cunard said they arrived home soon after noon after having been paid off and given air tickets to London.

The remaining 105 British seamen on board the Cunard Countess were continuing their sit-in last night in protest against Cunard's plan to switch two liners to flags of convenience. The crews fear they will lose their jobs as a result of the plan.

One of the men who flew home yesterday, Mr Michael Burgess, an engineer mechanic from Portsmouth, said: "We would not bow to the union. The whole issue has been political from the word go."

"The company said they would try to save our jobs, and as far as we were concerned, if there had to be redundancy the company's offer was fair. They wanted to negotiate and there was the chance to make private settlements."

He added that the National Union of Seamen had interfered and tried to give the seamen no option, saying they had to take industrial action and fight to the end. "The union seems to be out to break the company, and I want nothing to do with it."

Mrs Elizabeth McArthur, a laundry woman from Durham, said: "We have all been told we will lose our union books, which means we will not be able to work."

She was told by the captain that all facilities, including food and water, would be withdrawn and that the ship was sailing to anchor. We were also told that if we did not get off by the deadline we would be declared illegal immigrants in Barbados. The majority of crew on board want a settlement, but the union has made a mess of the whole affair."

She added: "Lots of people were kicking themselves when we left. Many did not know what to do for fear of intimidation."

In London, the TUC General Council deplored the issuing by Cunard on Tuesday of an ultimatum to the union in which the company threatened to sell its entire cruise fleet, including the Countess, if the dispute was not settled quickly.

Mr Len Murray, TUC general secretary, said: "Such an ultimatum, if carried out, would cause serious industrial consequences in the merchant fleet and constitute a significant loss of job opportunities. Cunard said 2,500 jobs may be lost."

Lord Matthews, chairman of Cunard, said on Tuesday that the sale would go ahead unless the National Union of Seamen dropped its opposition to the switching of the company's two Caribbean-based cruise ships, the Cunard Countess and Cunard Princess, to flags of convenience. Sailing with foreign crews and British officers could have 14.5m a year, he said.

Leading article, page 17

Some girls 'less keen on technology'

By Diana Geddes
Education Correspondent

A two-year study of 10,000 fourth-form pupils, financed by the Department of Industry, has confirmed earlier suggestions that girls in single-sex schools have a more favourable attitude towards industry and technology than girls in mixed schools.

A report, published by the Standing Conference on Schools' Science and Technology, suggests that one solution might be to give boys and girls in mixed schools separate classes in technological subjects. More female teachers of technological subjects might also help.

The study was carried out by Dr Ray Page, former director of the Science and Technology Education Centre at Bath University, and Miss Melanie Nash, of the Department of Educational Studies at Oxford University.

Boys in single-sex schools were found to have a slightly less favourable attitude than boys in mixed schools, but boys in general had a significantly more favourable attitude than girls.

The difference in attitudes between the sexes might become less great as more schools provided craft, design and technology courses for girls from their first year in secondary school, and as greater encouragement was given to girls to study physics.

The present cut-backs in education spending are having a noticeable effect on materials and equipment in science departments, and would prove detrimental to pupils' attitudes towards technology.

Technology Attitudes to Technology and Industry Standing Conference on Schools' Science and Technology, 1 Birdcage Walk, London SW1H 9JJ.

Hamilton cuts: Government cuts will cause some local authorities to reduce education spending to a level that would "affect a whole generation of children adversely". Britain's third biggest teachers' union declared yesterday in Southport (Richard Garner, of The Times Educational Supplement writes).

The traditionally moderate Assistant Masters and Mistresses Association, at its annual conference in Southport, Lancashire, overwhelmingly backed a motion voicing grave concern over the cuts.

Mr Thomas Jones, junior vice-president, proposing the motion, said of Mrs Margaret Thatcher: "If the children of this nation are deprived of their rightful inheritance, we will have to confront the lady."

Teachers must prevent schoolchildren from becoming "the first sacrificial lambs on the altar of monetarism".

Mr David Evans, executive member for Cleveland, said his authority was planning to cut £2.9m from its education budget by next March.

Actor may seek 'Lear' damages

By Martin Huckerby

Peter Ustinov said yesterday that he intends to sue the Stratford Festival Theatre in Ontario, over its failure to bring the production of King Lear, in which he stars, to London this winter.

Speaking from Canada, Mr Ustinov said he regretted taking legal action, but believed it was the only way to bring home to the theatre's board the manner in which it had allegedly behaved.

He said he took the role at Stratford because of the promised transfer to London, which was cancelled because the theatre said it could not cast other parts in the play.

He said he had not yet issued a writ because it was still not possible to calculate the damage caused by the cancellation; the amount will depend on what work he is able to do during the period he had expected to be in London and on the work he had previously turned down.

Smuggled tape from Nottingham prisoner speaks of dirt and lack of light or ventilation

Cell conditions worsen as pressure grows in jail crisis

By Peter Evans
Home Affairs Correspondent

Evidence of the worsening conditions in which people are being held as a result of the prison dispute emerged yesterday from a plea on a tape recording by men in cells at Nottingham Guildhall and disclosures by an official of the Prison Officers' Association.

Mr David Evans, assistant secretary of the association, said that prisoners in many jails were not being fed and locked up for almost 24 hours out of 24 in many prisons.

"A grim glopping out is a questionable concept," he added. "Sometimes prisoners are getting exercise. The vast majority are not."

Mr Evans blamed the management for not allowing staff to be redeployed for essential work. Governors had said that if officers did not carry out their full range of duties they would be sent home.

"Prison officers are refusing to go off duty," Mr Evans said. "They are sitting at the gates and going back to feed the prisoners."

He described as rubbish the statement on Tuesday by Mr Gordon Fowler, deputy director general of the prison service, in charge of all its operations, that the industrial action by prison officers posed the "question of what controls prisons."

It was also rubbish, Mr Evans said, to say that officers were trying to control duties and so in effect write out their own pay cheques. That accusation was made by Mr Fowler after action being taken by officers at Dartmoor.

Police are in constant touch with Dartmoor's governor. Contingency plans have been drawn up by the prison authorities and the Devon and Cornwall police. Negotiations were under way at the prison where officers are demanding that they, and not the governor, should choose how to run the duty rota.

In Nottingham, 60 prisoners held in the Guildhall smuggled out a tape to Radio Nottingham, saying they were being held in deplorable conditions and calling on local MPs to bring pressure to bear for a swift end to the dispute.

One of the men said they had no bedding except for two blankets and a sheet. There were no windows and there was no means of ventilation. "There is one toilet between us all."

The standard of cell accommodation varies throughout the country, but as many courts are housed in old buildings, police stations are only "fit for modern" and cells are supposed to be for temporary use, the standard may fall short of what is tolerable.

In contrast, Devon and Cornwall police said that, at a new cell block, prisoners had colour television and ample exercise space.

Yesterday's figure of prisoners held in police cells was 2,971, which was 239 more than the day before. But London's number dropped by 40 to 509 as prisoners were moved elsewhere.

Mr Whitelaw, the Home Secretary, is due to meet representatives of the Prison Officers' Association today, though a gap between them remains wide.

The officers want payment for meals taken because extra duty. Mr Whitelaw said he will not go so far as the officers want. There is no money to pay retrospective payments, which could amount to a total of more than £5m.

Leading article, page 19

BA winter freeze on home fares

By Arthur Read
Air Correspondent

British Airways is to freeze air fares within Britain this winter and will introduce a lottery on board its aircraft.

Mr James Mackenzie, BA controller for the United Kingdom and Ireland, said yesterday that there would be no price rises on domestic services until at least March 31, and pointed out that the decision came just before the winter rate, by an average of 18 per cent.

To help to finance the freeze, BA is to end the serving of free tea, coffee and biscuits for passengers waiting to board its short-haul services between London and Glasgow, Edinburgh and Belfast. The subsidy costs the airline £750,000 a year.

Lottery prizes range from a pen to a mini Metro car. Each shuttle passenger will be given a card and will find out whether he qualifies for a prize by scratching off a special coating.

Mr Mackenzie said yesterday that it was "confident" that BA's plans for low European fares would be accepted by European governments despite the rejection of low fares by British Caledonian. BA has proposed to sell seats on its package holiday flights, with no advance booking.

Law on low pay defied, report state

By Lucy Hodges

Wage inspectors have found that more than one-third of companies they visit are illegally paying employees below the minimum pay recommended, according to a report published yesterday.

That means the workers losing a total of £22m in 1979-80, in which 10,624 cases in which underpayment or other abuses have been identified. It is claimed that £100 for each offence has been published by the Equal Opportunities Commission.

Mrs Emma MacLennan, author, says that "a failure" to comply with the law is "characteristic of the conviction rate, equal to per cent in 1975 only prosecutions were brought despite the 10,624 offences."

"Even in those cases prosecuted, the maximum penalty of only £100 for each offence is a small fine, a vision of a vision without a licence," she says.

Wage councils cover most of the catering, clothing, engineering, food, furniture, metal, rubber, plastics, and some of the other industries. In 1979, the report states, the minimum wage was £36, and catering, £22.92.

It was inevitable that of those underpaid were women, because women are at the bottom of the scales, another statistic.

Even women earning less than the minimum wage, only 25 per cent of women meet the 100 per cent more.

Mrs MacLennan says that the "unbearable" majority of the full-time female workforce, the report wants minimum wages to be set by wage councils and not by the government, and to be simple minimum wages for women. Pay Unit report by Emma MacLennan, from Oriel House, Oxford, St. Margaret, MS 3BN.

Equal pay can never be achieved," she says.



The Duke of Kent trying a night-sight during a tour of the Military Museum 80 exhibition which he opened yesterday in London.

Mr Hattersley sees worst homes crisis for decade

By Christopher Warman
Local Government Correspondent

Britain was facing the worst housing crisis for a decade, Mr Roy Hattersley, Opposition environment spokesman, told the conference of the Environmental Health Officers' Association in Bournemouth yesterday.

The supply of habitable homes would fall to a point when one million families in 1988 would want, but would not be able to get, decent accommodation. That was because there would be virtually no new starts in the public sector after the beginning of the next financial year, and because reduced spending on renovation and repairs would reduce the number of houses available.

A Labour government would do away with tax relief on mortgages for people in the top tax bracket. He believed that allowances should not be paid above the standard rate and that owner-occupiers on higher incomes should not receive the same relief as those in middle and lower income brackets.

Mr Hattersley said the compulsory sale of council homes, and a Labour government would repeal that part of the Housing Act.

The Environmental Health Congress supported a resolution which called on the Government to take drastic steps to halt the rapid decline in the condition of the housing stock, including a commitment towards the demolition or refurbishment of all unfit housing by the end of this decade.

The London Boroughs' Association, in a report yesterday, said that it could cost more than £5,000m to put London's homes in order. In inner London one in seven homes was unfit for human habitation, and in outer London the proportion was one in ten.

21 nations in a drive to halt decline of towns

By John Young

The Council of Europe's Campaign for urban renaissance was launched at Lancaster House, London, yesterday.

A statement by the presidents of the 21 national committees described the campaign as "a bold venture."

"It comes at a time when a great deal of criticism has been levelled at the way our towns are functioning and when the conditions of life in them, for many countries, are deteriorating."

At a press conference speakers emphasized the shortage of money at a time of recession. Mr Tom King, the British Minister for Local Government and Environmental Services, observed that the launching of the campaign in Britain would not be matched by any immediate increase in public funds.

Copenhagen's plight, page 5

Ombudsman tells council to apologize for IOJ snub

By Our Local Government Correspondent

A council which excluded reporters from the press bench in the council chamber because they were members of the Institute of Journalists, and not the National Union of Journalists, has been criticized by the local ombudsman for failing to take account of the complaint by the Hertfordshire district of the IOJ.

After considering the first report by Mr D. S. Harrison, one of the commissioners, Watford borough council decided not to take any action.

Mr Harrison was not satisfied and has issued a second report, stating that the council should apologize to the complainant and send separate letters of apology to the two IOJ members who were deprived of normal press facilities in the council chamber.

Welsh protester jailed for raid on BBC transmitter

Hywel Martin Pennar, aged 23, a leading member of the Welsh Language Society, was sentenced at Cardiff Crown Court yesterday to nine months' imprisonment for plotting a raid on a BBC television transmitter in Sussex, causing £15,700 damage.

Mr Pennar, a student and son of Dr Pennar Davies, principal of Swansea Theological College, admitted conspiring with other persons unknown to attack the station at Mistrust, West Sussex, in February last year.

The raid, for which the language society later claimed responsibility, was part of their campaign to get the Government to set up a separate Welsh television channel.

Judge Williams told Mr Pennar, who had a previous conviction for criminal damage, that he would have faced a minimum two years' imprisonment. He added: "The courts will not tolerate such acts."

The judge said he took a lenient view, because of Mr Pennar's young age, his lack of the Welsh language and because he did not wish to give Mr Pennar the "mangle of madness."

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Tommy Docherty tells of attack after taunts

From Our Correspondent

Manchester United colleague: He told them to cut it out. The singing started again and as he was going to get off the train at Stockport he felt something hit him on the back of the head. One of the men said: "No hard feelings, Tommy." The man went to shake his hand but Mr Docherty said: "I don't talk to scum," and he knocked his hand out of the way.

He said that he and Mr Meenan grabbed each other.

Mr Julian Hall, for the prosecution, said it might be that it was an unprovoked attack or that, provoked by the singing, Mr Docherty struck one of the men.

The trial continues today.

Lord St Oswald wins appeal

A careless driving conviction against Lord St Oswald, aged 64, was quashed by the Queen's Bench Divisional Court yesterday.

Lord St Oswald, of Nottel Priory, Wakefield, West Yorkshire, who was a member of the British delegation to the European Parliament, was successfully challenged at Wakefield Crown Court decision nearly two years ago rejecting his appeal.

He was convicted by magistrates at Pontefract, West Yorkshire, in October, 1978, and fined £35 after an accident involving his car and another near his home.

Lord Justice Ormrod said the magistrates in finding against Lord St Oswald had attached too much weight to evidence of dent damage along one side of the other car.

Big rise sought by 17,000 ambulancemen

Leaders of 17,000 ambulancemen are demanding a substantial pay increase to maintain the purchasing power of last year's settlement of between 12.8 per cent and 25.8 per cent.

They also want the relationship with private sector wages established by the independent Clerical Association after the 1979 public services strike to be maintained.

Mr Robert James, trade union side secretary and National Union of Public Employees national officer, said yesterday: "The pressure of demand on the ambulance service is so high that a substantial pay increase is needed to maintain the service and compensate ambulancemen for the stresses of their work."

"Ambulancemen are looking to the Government to prove their commitment to the essential services by rewarding them adequately for their vital work."

A qualified ambulanceman receives a basic pay of £76.60. The minimum wage in the service is £64, a union statement said.



Actress quits: Owen Bergman, aged 75, said yesterday she would quit her role of Doris Archer in The Archers, the world's longest running, unchanged radio serial role. She has suffered two strokes since her last appearance in the spring. Miss Bergman has played Doris Archer since the programme began in 1950. She has been in a nursing home since July.

Few confession in contested criminal trials

By Our Legal Correspondent

A study of contested criminal trials at magistrates' courts shows that in three-quarters of cases, there was eyewitness evidence against the defendant. 26.13 per cent of cases with full confession presented as the prosecution evidence.

The study was conducted by Julie Vennard and Dr Williams of the Home Office Research Unit, on behalf of the Royal Commission on Criminal Procedure, which is to report early next year. The research covered 394 charges involving 318 defendants pleading guilty.

Three-quarters of the defendants were convicted, but conviction rates were low where there was witness or forensic evidence. Where, however, only witness evidence was available, conviction rates were low.

Contested Trials in Magistrates' Courts: The Case for the Prosecution. Royal Commission on Criminal Procedure. HMSO, 12.40.1.

MP seeks inquiry into prisoner found hanged while awaiting trial

By Frances Gibb

An inquiry into the case of Richard Leslie Giles, aged 46, who was found hanged in Oxford jail 10 days ago while awaiting trial, was called for yesterday by Mr Michael Meacher, Labour MP for Oldham West.

Mr Meacher has written letters to Mr William Whitelaw, the Home Secretary, and Mr Patrick Jenkin, Secretary of State for Health and Social Services, because the case, he says, shows "very serious deficiencies and breakdowns" in the handling of such cases by prison and hospital authorities.

"Above all," he said yesterday, "I believe this case shows that substantial administrative reforms in procedure are now urgently called for."

His request for an inquiry comes after an earlier call on the Home Secretary to institute a full inquiry into the mounting incidence of deaths in prison and to appoint a police ombudsman. Earlier this year Mr Meacher's allegations about deaths in police custody led to an inquiry by a parliamentary committee which reported in July.

The case centred on allegations by Mrs Giles' two children by a previous marriage that Mr Giles had made sexual approaches to them.

Mrs Giles maintains that although both children were under 17 at the time, their statements were taken without the presence of an independent witness other than a police officer.

In a statement published yesterday describing the circumstances leading to her husband's death, she says she believed her husband was innocent of the crimes of which he was charged.

While awaiting trial, Mr Giles was admitted to a mental hospital as a voluntary patient. After a week he appeared before magistrates and was remanded on bail. He stayed at Peterborough bail hostel for nearly six months; a bail condition was that he should not live at home, because his wife was depressed. As the trial approached, Mr Giles was taken to a psychiatric hospital.

When the trial was fixed to take place in Oxford, he was sent to travel alone to Oxford bail hostel for the night before trial. He did not turn up.

According to Mrs Giles, he arrived at her home two days later, saying he had been unable to make the journey and had been wandering since then. The next morning he was unconscious, having taken overdose of tablets.

On discharge from hospital, she says, he was admitted to a mental hospital. A few hours after admission he said he swallowed razor blades.

Police took him to Park Police Station in Cambridgeshire, after hospital X-rays had shown the blades to be small enough pieces to be swallowed.

Mr Giles' body was found on the morning of Sunday, October 12. Mrs Giles said she was informed her husband committed suicide.

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HOME NEWS

Drug abuse in control of prisoners, report says

By Michael Marshall

Powerful behaviour-modifying drugs are being seriously abused in British prisons, it was alleged by Radical Alternatives to Prison (RAP) yesterday.

RAP said in a report that prison doctors are dispensing unjustified quantities of psychotropic and other drugs under conditions which deny prisoners safeguards they would normally enjoy as patients outside prison.

Because of that abuse, RAP called for the disbanding of the Prison Medical Service and for its replacement by a direct doctor-patient relationship in which normal-group practices would be responsible for a prison in their area.

The doctors would be responsible to their patients and answerable to the local area health authority—a move which would prevent other statutory bodies such as the community health councils to fulfil their role of protecting patients.

The RAP allegations are in response to the publication last July of the Report of the Work of the Prison Department 1979 (Cmd. 7963) which for the first time gave details of medicines dispensed in prisons.

That report admitted the extensive use of psychotropic drugs which alter mood and behaviour, hypnotic drugs, intended to promote sleep, and other drugs acting on the central nervous system.

Such a wide use, the report said, reflected the presence in the prison population of a relatively large proportion of emotionally disturbed and mentally unstable prisoners than some years ago.

The RAP report has been submitted to the Labour Parliamentary Civil Liberties Group or considered for inclusion in its analysis of Home Office statistics, IAP points out the high dosage rates for women prisoners, especially Holloway, and the wide variations in dosage rates for male prisoners.

Holloway prison tops dosage rate table with 941 doses a year of behaviour-modifying drugs or an average of 2.6 a woman a day—almost three times greater than the next highest dosage rate for a women's prison.

While Leeds prison, one of the most overcrowded in the country has a dosage rate of 43, Cardiff is more than four times higher at 189 doses a year.

Between 40 and 50 per cent of remand prisoners at Brixton are subsequently found not guilty or given non-custodial sentences, yet that prison has the second highest dosage rate of any male prison: 299 doses a year. Brixton's remand prison has a dosage rate of 157.

By comparison, Grendon reformatory prison, which is a special psychiatric prison, has the lowest dosage rate of any prison, remand centre or reformatory: 11 doses.

The RAP report also criticises the Home Office for its presentation of the medical statistics. According to RAP, the re-way division of behaviour-modifying drugs disguises the fact that certain drugs, such as barbiturates, could fall into one or more category depending on the time of day they are dispensed.

Experiments in a Cornish quarry

Energy source sought under earth's surface

By Craig Seton

A small quarry in the Cornish countryside, surrounded by the decaying relics of old tin workings, has become the European centre for an important investigation into geothermal energy: tapping the natural heat of hot, dry rocks thousands of feet beneath the earth's surface to produce electricity.

The significance of the project has been recognized with a grant of £6m from the Department of Energy and more than £1m from the EEC for the next three-year stage. The project is operated by a team based on the Camborne School of Mines.

A group at the school has been studying the potential application of geothermal energy as an alternative energy source since 1974.

The group is headed by the project's director, Mr Anthony Batchelor, a mining engineer. The injection of vital funds has given a new incentive to the expanding team and takes it nearer to its objective. That is a pilot geothermal plant which should give clear evidence about the feasibility of hot rocks supplying an important part of Britain's energy needs in the future.

The group is still in the early stages of an investigation of geothermal energy and its relatively simple concept. It involves drilling two wells deep into the granite which is fractured by explosions thousands of feet below the surface.

Water is pumped under pressure down one well, across the fractured granite, gathering its heat to emerge as steam for power generation through the second well to the surface. Operating with limited funds, the team has drilled to 300 metres at a quarry at Rosemanowes, near Camborne, and has extracted water, pumped in cold, at a temperature of 11 degrees centigrade.

The next phase over three years will investigate the difficulties of drilling to 2,000 metres through two wells, pumping in water across a reservoir of fractured rock of two million square metres, and extracting the water heated to a temperature of 75 to 80 degrees centigrade.

The next stage would be the construction of a pilot plant, operating at 5,000 metres, heating water to steam at 175 degrees centigrade and capable of generating electricity.

Mr Batchelor, aged 32, believes that geothermal energy has for too long been considered a poor relation of wind, wave and solar energy as a means of producing alternative sources of power.

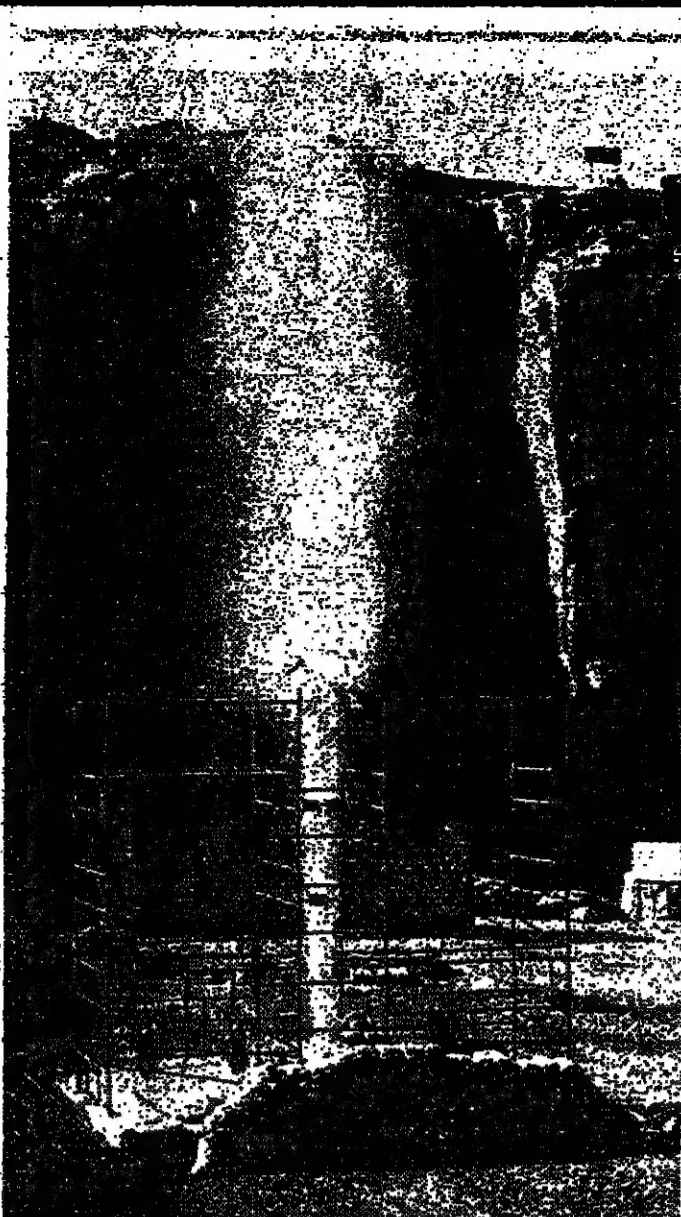
Mr Batchelor said a spine of granite ran from Dartmoor to the Isles of Scilly. The South west was a logical area for any widespread production of geothermal heat, perhaps encouraging the growth of secondary industry based on a local supply of potentially cheap energy.

The entire land surface of the United Kingdom could be considered a potential target. Mr Batchelor maintained. Geothermal energy produced in worthwhile quantities depended on political and economic far-sightedness and an investment in the future and he did not underestimate the size of the task.

It would require 120 pairs of holes to be drilled to depths of 6,000 metres to meet an estimated 1 to 2 per cent of the national demand for electricity by the year 2,000 and an investment of over £1,000m in drilling costs alone.

Mr Batchelor is recruiting an operating staff of more than 50 people, but is finding it difficult to attract some of the skilled people he needs, particularly engineering geologists, rock mechanics and geophysicists.

Many of the people he needs



A fountain of water leaping from a test well at the Rosemanowes quarry after an explosion to fracture granite 300 metres beneath the surface.

work for the oil industry and are unwilling to accept short-term contracts to leave their work in what is supposed to be a declining energy source to join the pioneers in a new one. He remains convinced, though, that geothermal energy will prove its worth. "Politically and socially, it requires somebody to make a move towards a 20-year investment. I think that sanity will prevail."

In the few years it has been operating the Camborne experiment has achieved an importance surpassed only by a similar project in the United States.

Priority for A roads plea by lorry drivers

By Michael Baily

Transport Correspondent

More investment in roads to aid economic recovery was urged by Mr Jack Ashwell, of the Transport and General Workers' Union (TGWU), in evidence to the Common Select Committee on Transport yesterday.

He attacked successive governments for under-investing in roads, and anti-roads campaigners who were often wealthy landowners maintaining personal domains contrary to the national interest.

Britain relied more on road transport than any other country in Europe, the TGWU said in evidence, but lorry drivers and others had been waiting for years for an extension of the strategic road network, especially between manufacturing centres and ports. They were dismayed that for political and conservationist reasons no positive decisions were taken for an essential road network.

The priority should be not motorways, which had nearly reached the limit in this country, but A roads, many of which were no more than country lanes, though forced to carry heavy volumes of traffic.

A prime example of the need for further upgrading was the A1, to which many lorries were returning because of delays caused by maintenance work on the M1.

Questioned about tachographs, Mr Ashwell said they gave no commercial benefit to anyone; they merely measured driving times and delays. Mini-tachographs might suitably be fitted to MP's cars.

Contrary evidence came from Transport 2000, which its director Mr Nicholas Lester told the committee, was not anti-road, although three-quarters of its £22,000-a-year funds came from British Rail and the three rail unions.

He criticized governments for building roads without a need being demonstrated. Roads seemed to materialize out of thin air, he said.



Buchanan's: the Scotch of a lifetime

Councillor fined £150 for theft

From John Witherow

Mrs June Davis, a Conservative councillor and chairman of Wokingham District Council housing committee, Berkshire, was found guilty at Oxford Crown Court yesterday of stealing 34 items valued at £50.65 from a supermarket at Wokingham. She was fined £150 and ordered to pay £50 towards the prosecution costs by Mr Patrick Medd, QC, the recorder.

The 44-year-old Mrs Davis, who had stolen the goods from Waitrose supermarket last October 26, Mrs Davis, mother of three children, had pleaded not guilty to theft. Mr. Leon Vignani, for the defence, said the verdict was the greatest punishment that could be inflicted on her. She had lost everything. He said she would resign from her public appointments as soon as possible.

In brief

Lady Barnett inquest opens

An inquest on Lady Barnett, who was found dead on Monday in the bathroom of her home at Cossington, near Leicester, opened at Loughborough, Leicestershire, yesterday.

Sergeant Robert Farrer, the coroner's officer, applying for an adjournment, said: "There are further inquiries to be made about the cause of death and there are still more forensic tests to be carried out." Mr Gay Toone, the coroner, adjourned the inquest until November 6.

Letters, page 17

Two on murder charge remanded on bail

Paul Vickers, a surgeon, and Pamela Collison, aged 33, a political researcher, were both remanded on bail until December 2 when they appeared before Newcastle upon Tyne magistrates yesterday charged with the murder of Mr Vickers' wife. Mr Derek Brown, for the Director of Public Prosecutions, said there was no objection to bail.

Cliff rescue

In pitch darkness Police Constable Michael Brooks and Police Constable Christopher Stone and Assistant Divisional Fire Officer Alan Hargreaves climbed 150ft down cliffs at Torquay, Devon, to rescue Mr Trevor Lusby, of Exmouth, Labour candidate for Honiton at the last election, who was trapped in his car.

Rating jailed

Able Seaman Stephen Utting, aged 21, serving in HMS Dryad, admitted at a court martial at Portsmouth yesterday two charges of malicious wounding and assault on another rating. He was sentenced to be dismissed the service and given 18 months' imprisonment.

Churchwarden for trial

Eric Massey, aged 67, a churchwarden at St Paul's, Worthing, Sussex, was bailed by Worthing magistrates yesterday for trial charged with stealing up 18 chimneys in one he lives at Kinfauns Drive, High Salvington.

Comedian fined

Spike Rawlings, a comedian, was fined £400 by Newcastle upon Tyne magistrates yesterday for punching Cyril Smith, a member of the Linseed and Anisod comedy mime duo, during an incident in a Newcastle club.

Typhoid victim

A woman catering worker at Addenbrooke's Hospital, Cambridge, recently returned from a trip to Cairo, is being treated for typhoid fever. The hospital said yesterday that all precautions had been taken to contain the infection.

Going up in smoke

London Brick Company aim to set a world record by blowing up 18 chimneys on one operation at its Coronation Works, Kempston, Bedfordshire, on November 30.

Humberstone inquiry

The Boundary Commission for England will open a local inquiry into proposed constituency changes in Humberstone on December 3, at 10.30 am at the County Hall, Beverley.

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Portable pump gives hope of normal life to diabetics

Annabel Ferriman

Diabetic lives may be transformed by a tiny portable pump, which pumps a continuous flow of insulin into the skin 24 hours a day, making injections unnecessary.

The pump, designed by an engineer with diabetes, is to be used in clinical trials on 25 patients at Guy's Hospital, London.

By infusing insulin under the skin continuously, the pump mimics the body's natural processes more closely than daily injections. Doctors are hoping that the device will arrest or reverse the long complications of the disease, particularly blindness, kidney failure.

Professor Barry Keen, director of the unit for metabolic medicine at Guy's Hospital, said yesterday: "There is a 50 per cent chance of diabetics becoming visually disabled after 20 years, and about 1 of those diagnosed before age of 15 are dead before age of 40."

What the pump has done is give us the opportunity to

return a patient's metabolism to something very close to the normal. It is a tool in our hands to enable us to study that if a patient is virtually normalised, we can arrest or reverse the disease's complications."

Diabetes is a state of chronic hyperglycaemia (too much sugar in the blood) affecting 500,000 people in the United Kingdom.

The pump, half the size of a cigarette pack and weighing three ounces, was developed by Mr Robert Channon, aged 36, a marine engineer with severe diabetes, who was given a £26,000 grant by the National Medical Research Fund, which gave £40,000 to Guy's yesterday for its trial.

When put on the market, the pump may cost £150, about half the price of existing pumps. It is worn on a belt round the waist.

ess showing 'Caligula' m cancelled

Martin Huckerby

Preview screening in London Wednesday of the film 'Caligula' has been cancelled because Mr Robert Clouse, the producer, has died that he does not want shown to the press.

'Caligula', which has drawn up criticism abroad for its sexually pornographic scenes and violence in ancient Rome, is due to be shown in London on October 30, however Mr Clouse, head of the film company, announced yesterday that he did not want the press to understand that the film was like the ones of the who include Malcolm McDowell, Peter O'Toole and John Gielgud, were invited to preview screening, none agreed to attend.

Curb is sought in police powers to ban marches

By Our Legal Correspondent

The power to ban marches or demonstrations should be exercised only if they were likely to stir up racial hatred, the Haldane Society of Socialist Lawyers says today.

In its comments on the government Green Paper on the Public Order Act 1936, the society says that the present test for banning marches, that they were likely to lead to serious public disorder, gave the police too much discretion.

The only major problems of public order associated with processions have come from marches by racial organisations. The Haldane Society urges that the right to demonstrate should be given a legal basis. The law should make it clear that exercising that right would not in itself amount to obstruction of the highway.

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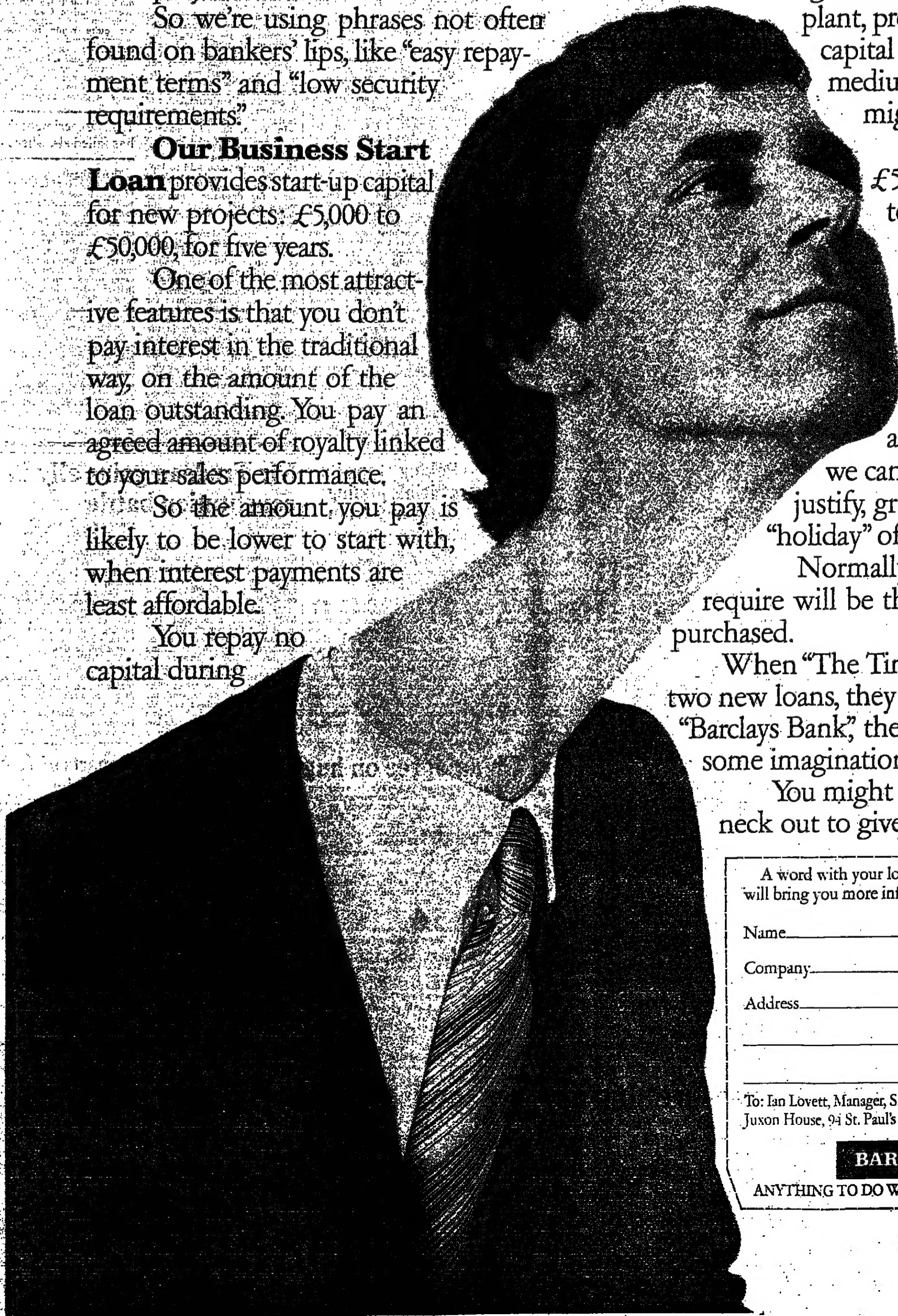
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ANYTHING TO DO WITH MONEY, ASK BARCLAYS FIRST



PARLIAMENT, October 22, 1980

British welcome for end to national fishing industry aids which distort competition in EEC

House of Lords

The British share of the total allowable fishing catch in European Community waters should be of the order of 45 per cent rather than 31 per cent which was being spoken of at present, Lord Walston (Lab) said, opening a debate on the report of the European Communities Committee on fisheries policy.

The report was produced by a sub-committee over which Lord Walston presided. It was the most important of the serious losses suffered by British fishermen as a result of the 12-mile limit, the cod war and the loss of third country water fishing they used to enjoy. The proposal that the British should have a 20 per cent share of the total allowable Community catch should be 31 per cent was far too low, it should be considerably higher.

Conservation was a vital factor. In the past there had been serious overfishing and depletion of stocks.

The committee proposed that there should be a common fisheries policy for the whole of the Community, with special provisions for those areas which had been traditionally fishing grounds. The committee also recommended that the British should have a 20 per cent share of the total allowable Community catch should be 31 per cent was far too low, it should be considerably higher.

There had been a declining demand for fish and there was a need to educate the British public in new tastes. This was a practical point to the fishing industry in general, and the report in fact, must pay special attention.

Lord Sainsbury (Lab) said that the report was a welcome contribution to the debate on fisheries policy. It was a practical point to the fishing industry in general, and the report in fact, must pay special attention.

They must recognize that in these present circumstances, it was important that the Government should be able to work out many solutions which were "communitarian" with the other countries.

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common fisheries policy would be a common policy on restructuring. The Government was looking at the Commission's proposals and expected to discuss them at the Council meeting next week.

The Government had given a general welcome to the proposals, subject to reservations on certain detailed issues. The Commission proposed that 351m units of account, or £217m, should be made available over the next five years. The Commission also proposed closely to monitor national aids. The Government would welcome the cessation of national aids which distorted competition.

Illegal fishing could be a serious problem for all member states. The Commission also proposed that member states should enforce fishing legislation in their own waters. The Government was committed to maintaining an effective enforcement presence.

The Government had impressed on the Community that in addition to the criteria which the Commission had been using in making their quota proposals, it looked to the Commission to have regard to the fact that some 60 per cent of the Community's fish resources were caught in waters under the British Government's jurisdiction.

There had been widespread disquiet about the disparity between quayside and consumer prices. Quayside prices had on the whole been for fish of a size and quality which simply would not be acceptable to the consumer.

Good quality fish had maintained a reasonable level and there was considerable additional cost between the quayside and the consumer. That tended to increase rather than decrease.

By section 5 it was provided that the provisions of the Act "shall not apply to any dangerous wild animal kept in - (1) a zoological garden; (2) a circus; (3) premises licensed as a pet shop under the Pet Animals Act, 1951; (4) a place registered pursuant to the Cruelty to Animals Act, 1876, for the purpose of performing experiments."

The Divisional Court allowed a prosecutor's appeal from the dismissal by justices at Alcester, Warwickshire, in February, 1979, of an information alleging that Raymond Graham-Jones, proprietor of a zoological garden at Alcester, kept a lioness without a licence, contrary to section 1 of the Dangerous Wild Animals Act, and sent the case back to the justices.

Mr Andrew Uppatour for the appellant prosecutor, Mr Graham-Jones in person.

MR JUSTICE MCNEILL said that at the invitation of the Alcester Lions Club, a charity fund-raising organization, Mr Graham-Jones had taken his lioness by van to Alcester. It was taken out of the van and, secured by a leash or chain, led in an organized procession through the crowd in the High Street to an enclosure, approximately 10 feet by 8 feet, where it sat upon a table so that people posing with it could have photographs taken. It was not necessary to refer to it, but there was an accident involving a child.

The statutory provisions were not the most elegantly drafted. They began by requiring persons who kept dangerous wild animals, who in exempted circumstances, to have a licence which, among other conditions, prescribed the person who was to be the keeper, the premises where the animals were normally to be held, and the limitation on their movement.

However, the real question was whether by any stretch of the imagination either the High Street or the enclosure could be a circus within the meaning of the definition under section 5. The definition section simply and sensibly defined a circus as that word was commonly understood. To claim that such an enclosure as the described, and a fortiori an unenclosed area of Alcester High Street, could be a circus was to offend common sense.

Gas price rises pose threat to exports

There had been an energy revolt in which at least 20 industries joined in opposing the rise in gas prices which was higher than those of their competitors and constituted a serious threat to their ability to compete in foreign markets.

Lord Sainsbury (Lab) said, opening a debate on the effect of gas prices on manufacturing industry.

Industrialists were angry (he said) that in a world recession, in addition to the burden of high interest rates and an over-valued pound, they should have their competitive position further weakened by over-priced gas.

This was especially hard because of the enormous resources of the North Sea and the fact that the British Gas Corporation was the most profitable of all the nationally-owned corporations.

Lord Sainsbury (Lab) said he felt he was in a world of pain when he saw the one great benefit Britain enjoyed over her industrial competitors - relatively cheap energy resources - being undermined by British manufacturing industry. The Government should do away with the taxes on fuel oil.

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Prudential profile No. 6: Kenneth Fleet reporting



Leading financial journalist and Sunday Express City Editor Kenneth Fleet talks to Jack Watling and his actress daughter, Debbie, on stage in the West End, with Prudential agent Nick Connor (extreme left). Debbie recently starred in the TV series 'Danger UXB'.

"Jack Watling put his daughter on the stage with an encouraging prompt from the Pru!"

Actor Jack Watling and his actress daughter, Debbie, are among the 180,000 predominantly self-employed people who have retirement plans with the Prudential. The company has been a leader in the market since 1956, and has consistently featured among the top performers. Its current slice of the total annual premium market is around 20%. Kenneth Fleet turns the spotlight on two people in whose careers Prudential personal retirement plans play a vital part.

Kenneth Fleet: Jack, yours is a great theatrical family. You are a brave man, not to say uncowardly, to put your daughter on the stage.

Jack Watling: I didn't put any of my children on the stage - they went on. Now they're aware of the nightmares of the business. Primarily the insecurity. We're the last of the casual labourers. No play, no pay. We're all self-employed people.

Fleet: So you've got to make your own pension arrangements?

Watling: Yes, indeed. And it's very important to do it earlier than I started doing it, which is one of the reasons I persuaded Debbie to take out a Prudential pension policy.

Debbie Watling: He actually took out the first pension policy for me. Then I took out two endowment policies.

Watling: As an actor you can have a good year when you can afford to put some money into a policy, but you need to have some flexibility, so that if you have a bad year you can suspend your payments. Pay in what you can afford - that's what we're really after.

Fleet: Nick, what are the other characteristics of Jack's and Debbie's pension policies?

Nick Connor (Prudential agent): Like the contributions, the benefits are flexible. Once you're 60, you're not tied to a particular time when you can start to draw these benefits. You don't have to retire at the normal retiring age and you have a lot of choice over such things as lump sum payments.

Watling: As an actor you are immortal when you're young. You become terribly conscious of mortality when you're forty.

Fleet: Debbie, does the word "pension" mean much to you?

Debbie Watling: When Nick first came up with the idea, I thought "Pension, that's a long way off, but of course I could see that it made sense. You don't think about it when you've got other things going for you but I'm very pleased I have done it. I'm a great believer in putting something aside, especially when £30 or more out of every £100 comes from the taxman. Really, Dad started it all off for me.

Watling: In our business we are wide open to insurance salesmen. Some are very pushy, they are always in our dressing rooms - and it often takes a long time to find out who they are. Nick comes in and says "I'm the man from the Pru". A very honest and straightforward approach; never a hard sell. He's sold us our house insurance too.

Fleet: Nick, I don't suppose your plans for the self-employed are limited to the acting profession.

Connor: Most self-employed people tend to be attracted by our thinking on retirement. My clients include builders, craftsmen and financial consultants. I also deal with quite a number of small limited companies (often husband and wife teams) where we can offer especially tax-advantageous schemes.

Fleet: How do you see your role in all this?

Connor: Self-employed people didn't come too well out of the Pensions Act of 1975. I think big insurance companies like ourselves have a responsibility to see their future is fairly catered for.

The Prudential's annual report is available from the Publicity Department, Prudential Assurance Company Limited, 142 Holborn Bars, London EC1N 2NH.

Prudential
You don't know the half of it.

The Illustrated LONDON NEWS

On the eve of the 1980 Presidential election in the United States we publish an

AGENDA FOR THE PRESIDENT

Louis Heren, Norman Moss, Dudley Fishburn and Sam Smith analyse the main problems that lie in the new President's in-tray.

ALSO IN THE NOVEMBER ISSUE

John Arlott launches a new series on British counties with a look at his native Hampshire

John Thack illustrates the making of the Lord Mayor

John Morgan reports on the state of the Labour Party

ON SALE NOW, 75p

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Part 1, 1967

Part 2, 1968

Part 3, 1969

Part 4, 1970

Part 5, 1971

Part 6, 1972

Part 7, 1973

Part 8, 1974

Part 9, 1975

Part 10, 1976

Part 11, 1977

Part 12, 1978

Part 13, 1979

Part 14, 1980

Part 15, 1981

Part 16, 1982

Part 17, 1983

Part 18, 1984

Part 19, 1985

Part 20, 1986

Part 21, 1987

Part 22, 1988

Part 23, 1989

Part 24, 1990

Part 25, 1991

Part 26, 1992

Part 27, 1993

Part 28, 1994

Part 29, 1995

Part 30, 1996

Part 31, 1997

Part 32, 1998

Part 33, 1999

Part 34, 2000

Part 35, 2001

Part 36, 2002

Part 37, 2003

Part 38, 2004

Part 39, 2005

Part 40, 2006

Part 41, 2007

Part 42, 2008

Part 43, 2009

Part 44, 2010

Part 45, 2011

Part 46, 2012

Part 47, 2013

Part 48, 2014

Part 49, 2015

Part 50, 2016

Part 51, 2017

Part 52, 2018

Part 53, 2019

Part 54, 2020

Part 55, 2021

Part 56, 2022

Part 57, 2023

Part 58, 2024

Part 59, 2025

Part 60, 2026

Part 61, 2027

Part 62, 2028

Part 63, 2029

Part 64, 2030

Part 65, 2031

Part 66, 2032

Part 67, 2033

Part 68, 2034

Part 69, 2035

Part 70, 2036

Part 71, 2037

Part 72, 2038

Part 73, 2039

Part 74, 2040

Part 75, 2041

Part 76, 2042

Part 77, 2043

Part 78, 2044

Part 79, 2045

Part 80, 2046

Part 81, 2047

Part 82, 2048

Part 83, 2049

Part 84, 2050

Part 85, 2051

Part 86, 2052

Part 87, 2053

Part 88, 2054

Part 89, 2055

Part 90, 2056

Part 91, 2057

Part 92, 2058

Part 93, 2059

Part 94, 2060

Part 95, 2061

Part 96, 2062

Part 97, 2063

Part 98, 2064

Part 99, 2065

Part 100, 2066

Part 101, 2067

Part 102, 2068

Part 103, 2069

Part 104, 2070

Part 105, 2071

Part 106, 2072

Part 107, 2073

Part 108, 2074

Part 109, 2075

Part 110, 2076

Part 111, 2077

Part 112, 2078

Part 113, 2079

Part 114, 2080

Part 115, 2081

Part 116, 2082

Part 117, 2083

Part 118, 2084

Part 119, 2085

Part 120, 2086

Part 121, 2087

Part 122, 2088

Part 123, 2089

Part 124, 2090

Part 125, 2091

Part 126, 2092

Part 127, 2093

Part 128, 2094

Part 129, 2095

Part 130, 2096

Part 131, 2097

Part 132, 2098

Part 133, 2099

Part 134, 2100

Part 135, 2101

Part 136, 2102

Part 137, 2103

Part 138, 2104

Part 139, 2105

Part 140, 2106

Part 141, 2107

Part 142, 2108

Part 143, 2109

Part 144, 2110

Part 145, 2111

Part 146, 2112

Part 147, 2113

Part 148, 2114

Part 149, 2115

Part 150, 2116

Part 151, 2117

Part 152, 2118

Part 153, 2119

Part 154, 2120

Part 155, 2121

Part 156, 2122

Part 157, 2123

Part 158, 2124

Part 159, 2125

Part 160, 2126

Part 161, 2127

Part 162, 2128

Part 163, 2129

Part 164, 2130

Part 165, 2131

Part 166, 2132

Part 167, 2133

Part 168, 2134

Part 169, 2135

Part 170, 2136

Part 171, 2137

Part 172, 2138

Part 173, 2139

Part 174, 2140

Part 175, 2141

Part 176, 2142

Part 177, 2143

Part 178, 2144

Part 179, 2145

Part 180, 2146

Part 181, 2147

Part 182, 2148

Part 183, 2149

Part 184, 2150

Part 185, 2151

Part 186, 2152

Part 187, 2153

Part 188, 2154

Part 189, 2155

Part 190, 2156

Part 191, 2157

Part 192, 2158

Part 193, 2159

Part 194, 2160

Part 195, 2161

Part 196, 2162

Part 197, 2163

Part 198, 2164

Part 199, 2165

Part 200, 2166

Part 201, 2167

Part 202, 2168

Part 203, 2169

Part 204, 2170

Part 205, 2171

Part 206, 2172

Part 207, 2173

Part 208, 2174

Part 209, 2175

Part 210, 2176

Part 211, 2177

Part 212, 2178

Part 213, 2179

Part 214, 2180

Part 215, 2181

Part 216, 2182

Part 217, 2183

Part 218, 2184

Part 219, 2185

Part 220, 2186

Part 221, 2187

Part 222, 2188

Part 223, 2189

Part 224, 2190

Part 225, 2191

Part 226, 2192

Part 227, 2193

Part 228, 2194

Part 229, 2195

Part 230, 2196

Part 231, 2197

Part 232, 2198

Part 233, 2199

Part 234, 2200

Part 235, 2201

Part 236, 2202

Part 237, 2203

Part 238, 2204

Part 239, 2205

Part 240, 2206

Part 241, 2207

Part 242, 2208

Part 243, 2209

Part 244, 2210

Part 245, 2211

Part 246, 2212

Part 247, 2213

Part 248, 2214

Part 249, 2215

Part 250, 2216

Part 251, 2217

Part 252, 2218

Part 253, 2219

Part 254, 2220

Part 255, 2221

Part 256, 2222

Part 257, 2223

Part 258, 2224

Part 259, 2225

Part 260, 2226

Part 261, 2227

Part 262, 2228

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Racing

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Case Equilline. 2.30 Marching On. 3.0 GUYARD is specially
commended. 3.30 Gay George. 4.6 Tarbank. 4.38 Franciscus.
Our Newmarket Correspondent
Marching On. 3.0 GUYARD. 4.38 Franciscus.

[illegible]

Report 'poppycock'

The England cricket physiotherapist, Bernard Thomas, yesterday described as poppycock a report that the Test captain, Ian Botham, had been advised by "his physiotherapist" not to go to the West Indies this winter because of spine trouble.

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spine trouble.

New Books

Behind the facades

Edwin Lutyens

By Mary Lutyens

(John Murray, £12.95)
Sir Edwin Lutyens is still largely associated, I'm afraid, with the rather severe, official, and memorial architecture of a bygone colonial age: the huge domed and colonnaded edifices of the Viceroy's House which he built at New Delhi between 1912 and 1929; the grim old Cenotaph in Whitehall; and the melancholy neoplatonic fountains of the faggy Square. It is hardly architecture to engage the heart, set the delighted spirit soaring, or even tickle the fancy (deceivingly).
Yet the man behind the drawing-board is not someone of just such gifts and qualities: a pukka, childlike man of almost ridiculous charm and inventiveness—pink, bald, and addicted to puns—who designed the first stage sets for M. Barrie's *Peter Pan* (and incidentally invented Nana), and who was one of the most famous adult toys of all time, the Queen Mary's Dolls' House. Remembered in the textbooks as the great exponent of correct architectural style, Lutyens also created the most unorthodox of French regular verbs for his children: *Je pense, Tu penses, Il pense, Elle pense, Nous pensons, Vous pensez, Ils pensent, Elles pensent*.
Criticism as the most elegant Edwardian architect in England, he could also excuse himself with the most irresistibly extravagant of all apologies to Lady Hardinge, the Viceroy's wife, for some quite poor (four pas):
"I will wash your feet with my hands and dry them with my hair. Yes, I have very little hair, but you have none."
I am not generally appreciative either, that this delightful and gifted man was the victim of a family tragedy—a spiritual and physical disintegration of his beloved wife, Lady Emily (née Lytton)—which came close to wrecking his whole life; but which—ever more remarkably in

this age of divorce and egotism—should have endured for 20 years, and gradually overcame with reserves of sweetness and generosity rare in anyone I should have thought, and certainly exceedingly rare in any passionately dedicated artist.
It is this inner, family tragedy—or call it tragedy, thanks to Lutyens's powers of humour and affection—which forms the main subject of the sensitive, beautifully shaped and most acutely written memoir. There have been similar books—such as Nigel Nicholson's *Portrait of a Marriage*—but this surely is a model of its kind.

In a way it is the culmination of a great deal of Mary Lutyens's previous work, and one that she must have been preparing, or seeking, herself to write for a considerable time. Her fine study of 1967, *Millais and the Ruskins*, first broaches the topic of an artist's marital troubles, exposed as here through the sensitive handling of a rich and very touching private correspondence. Her short biography of *Christina Rossetti* (1975) also touches on the full background to that strange movement of Oriental Theosophy and Messianic occultism which was the cause of Emily's estrangement from her husband: she became an active Theosophist; a follower of Annie Besant and the dubious Leader's cult of initiations and astral meetings, forswore sexual contact, and all platonically in love with the young Krishna. Lutyens, young at heart, though it was utterly alien to him, and observed delicately: "It is a miracle however, then—I know there is no God."

Mary Lutyens's most recent book, *The Lutyens in India* (1979), about her grandfather the Viceroy, and nineteenth-century Anglo-India, provides the historical perspective on Lutyens's great life-work, one of the two major architects of New Delhi. The other was Sir Herbert Baker, with whom Lutyens fought a memorable

architectural battle, amicably and sympathetically described over the famous approach gradient to the Viceroy's House. Lutyens finally had to submit to a partially obscured view of the great avenue of the King's Way, a submission that he regarded as a humiliating failure, but which he characteristically referred to as his "Bakerloo".
Mary Lutyens modestly calls her work a "memoir", and certainly it is the Lutyens family—the parents and the five gifted children—who hold the stage, rather than the world of Delhi or the RIBA. Yet she has a lot to teach our more professional, heavy-weight biographers of Edwardian and Georgian England. Her sense of place, period, and character detail is marvellously sure, and economical. She introduces the tropic outbreak of the Great War with a single, autobiographical sentence worthy of Thomas Hardy: "The war was brought home to me when the party who drew the lawn mower was taken off to the front, leaving his leather shoes behind him". Both the early love-letters between Lutyens and Emily and the later agonized exchanges are presented with a tact and grace that makes them oddly universal, "the text of every heart".

Above all she captures the bitter-sweet enchantment of her father, the utterly unexpected man behind all those remote and stony facades, which itself seems like some sort of lesson in colonial history. I think I will best remember Edwin Lutyens's solution to the sticky, formal dinner parties for government officials and Indian VIPs and their wives (fresh from purdah), which had to be given at No 1 Bungalow, New Delhi. He designed a beautiful dinner table folded with a large blackboard top, and simply provided each guest with a piece of chalk. An architect's solution—but also an elf's. It worked—under; and so did he all his life.

Richard Holmes



Romanticized kneeling knight from The First Crusade, by Steven Runciman (Cambridge, £9.50), his abridgement of his three-volume classic, with illustrations

Talking head

Trust to Talk

By Wynford

Vaughan-Thomas

(Hutchinson, £6.95)

I met him once. He was then

guitarist of ETV in Cardiff,

and I was after a job. He

asked me one question: what

would I do if I had the rest

of the time he talked.

He talked about Cromwell's

head—Cromwell's head in a

box—Charles I's head in a

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Fiction

Loon Lake

By L.L. Doctorow

(Macmillan, £6.95)

Ridley Walker

By Russell Hoban

(Cape, £3.95)

The Bride of Lowther

Fell

By Margaret Forster

(Secker & Warburg, £6.95)

Oxbridge Blues and

Other stories

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spare one), youngsters drifting

in rootless recognition of the

messengers of the adult

world.

In *Loon Lake*, occasionally

scruffy narrative, Joe "Loon"

Loon Lake, a 13-year-old

multi-millionaire master of

Loon Lake estate, is his mag-

neto-electric field: money as

power, power as freedom;

addictive, wicked, Joe eventu-

ally falls in love with a

bedlam of conflicting voices,

times and pages of frightful

poetry to see there; the novel

goes over the top in a rich

disorder of vivid, freakish

humanity. "We live with the

consequences of what we

do," says Joe. "Some of us

crush."

Some crush and die. Ben-

ner's wife, who arranges

flowers as well as she files the

hell out of seaplanes, and

Warren Penfield, Loon Lake's

postcard business, takes a

street kid, a drunk, a clown,

rescued by Joe for an E.L. Doc-

torow's doctrine—a less-sensu-

minating life of blueplate spec-

ies and cheap rooms, "de-

lays her vertebrae like the

Magnum. "Joe is a

magnum, a man who takes a

loose, loose, and flying, diving

Joe (a kind of grebe, with a

crack like a human's laugh), do

not hold this rambling novel

together; exulting as it

is to read. *Ridley Walker* is

Russell Hoban's take on *The*

Mousetrap and *his Child*, in

defence of which classic, equi-

valuable, I will defy fire and

sword with all that I have (a

poignant but potent holy

wreck), here gives a desolate

account of Kent two thousand

years after the nuclear hol-

ocaust. Killer dogs roam Eng-

land, green rot grows on the

bones of the dead. *Ridley Walker*

is the *Interceptor* puppet

shows. Mr. Hoban

writes in dialect expressly in-

vented to show how language,

pas". But this is a remarkable

novel.

Margaret Forster sets her

sights on Mrs. Alexandra Grove,

a professional, a woman of

control of life, sex and inde-

pendence. Saddled with a 13-

year-old surrogate son when an

air crash blows out her sister

and brother-in-law, Alexandra

swaps London for a remote free-

dom. She designs a beautiful

dinner table folded with a large

blackboard top, and simply

provided each guest with a piece

of chalk. An architect's solution

—but also an elf's. It worked

—under; and so did he all his

life.

Richard Holmes

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Talking head

Trust to Talk

By Wynford

Vaughan-Thomas

(Hutchinson, £6.95)

I met him once. He was then

guitarist of ETV in Cardiff,

and I was after a job. He

asked me one question: what

would I do if I had the rest

of the time he talked.

He talked about Cromwell's

head—Cromwell's head in a

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New Printing House Square, London, WC1X 8EZ. Telephone: 01-837 1234

NEGLECT OF DUTY

Prison officers belong to a uniformed service under discipline. The present conduct of many of them would, if they were in the armed forces, constitute mutiny. Their behaviour goes well beyond the limit of acceptable industrial protest. The intensity of their action differs from prison to prison, but in some officers are exceeding their orders' intentions and are, in effect, trying to impose their own regime on the prison, often in defiance of the governor. The Prison Officers Association has clearly lost control over some of its more militant branches and members. On the other hand, here is evidence that other prison officers are deeply unhappy at the action they are being asked to take, and the effect it is having on their lives.

As with many industrial disputes the point at issue is relatively trivial, and the consequences grossly out of proportion. The prison officers have an arguable moral case to the media: they claim that the Home Office has already rejected their arguments; prison officers are in any event at all badly paid, and talks about changing the staff system in prisons—which is at the nub of the dispute—between the Prison Officers Association and the Home Office are far advanced.

The industrial action being taken is now seriously affecting the administration of justice. It is probable that many of the magistrates are committing contempt of court and possible that some may be guilty of conspiring to obstruct the course of justice. Up to now, prisoners have been the main sufferers by being denied the usual opportunities for leisure, work, association, and having visits from their relatives. The denial of their rights should not be treated lightly, but it is understandable that the public has not become unduly exercised over what may be seen as prisoners' comforts. If the dispute carries on much longer, however, the likelihood of a more direct effect on the community cannot be discounted, especially if the overcrowding and lack of custodial accommodation results in people who should be in prison being free outside. That threat is not, unfortunately, imminent.

The Home Office has taken the unusual step of issuing a circular to justices' clerks suggesting in effect the use of magistrates' powers to remove prisoners awaiting trial in custody, and in the imposition of sentences of imprisonment. Regrettably, while the Lord Chancellor and the Lord Chief Justice were consulted about the contents of the circular, those most affected by it, the magistrates and their clerks, through their respective associations, were not approached. Some have claimed that the circular amounts to unacceptable executive interference into judicial decision-making, and embrace has been taken at what is said to be the implied suggestion that magistrates have been committing contempt of court and possible that some may be guilty of conspiring to obstruct the course of justice.

THE POLITICS OF GRAIN

The new agreement on the sale of American grain to China will leave the American farmers, who suffered more than expected from the partial embargo on the Soviet Union which resident Carter imposed after the invasion of Afghanistan, perhaps it will even win a few votes for President Carter, which he is facing the prospect of harvest of only about 181 million tonnes, which is a long way short of the target of 225 million tonnes.

They too have suffered from the American embargo. To what extent they have suffered is difficult to estimate because they have been buying not only from Argentina and other known sources but also through undisclosed intermediaries, but it is not hard to make their life any easier. The new low harvest will make it even more difficult and further cut the already declining rate of economic growth, affecting particularly meat production. Mr. Brezhnev is now in the bit of being fairly frank about the Soviet Union's economic problems.

In his speech on Tuesday he said there were difficulties in supplying cities and industrial centres with meat and milk, and that consumer goods were often of poor quality and subject to erratic distribution. He criticised management and planning and blamed imbalances in transport and technical sources for failures to fulfil plans. Assuming that the situation is likely to be somewhat worse than publicly admitted, the poor harvest must be a serious blow, especially at a time when investment is being poured into agriculture.

The Russians will therefore have both economic and political reasons for resending the sale of American grain to China. They will presumably see it as yet another example of the gathering alliance of hostile forces around their borders. To the Chinese it may not seem quite as significant as it does to the Russians. They have been importing wheat from Australia, Canada, and Argentina, and other places for many years but more for convenience than absolute necessity. Total grain production last year was 332 million tonnes while imports were under 10 million and have never risen above that figure. The main advantages of importing are that it releases rice for more profitable export and saves on the transport of grain from the central areas to the big cities on the coast.

DESERTING THE RED ENSIGN

Nowhere in mid-Atlantic the mer Queen Elizabeth 2 is bearing her crew towards New York with much food for thought. The ship which delayed the start of her cruise by a few hours now returns to put an end to the mard Line's activities in the seamen's trade after 140 years of cause of the dispute lies not with the QE 2, at all, which they against the odds and up to the credit of her operators, has proved to be a successful venture, but with Cunard's other passenger ships. Cruise ships based in the Caribbean, less have lost £20m in five years, and the company claims that they are being transferred to the Bahamian flag so that all crew can be recruited at lower wages. If these two cannot keep going, it is claimed, the QE 2 could not sustain the operational and ancillary costs of a business by herself.

Disreputable associations hang round the idea of flags of convenience, associations that may seem incongruous in connection with the name of Queen Elizabeth 2. The foreign operators, register their ships in compliance with national regulations and agreements that guard basic standards of maintenance and operation, ships flying the more notorious flags of convenience suffer a high rate of accidents and in the age of the supertanker accidents can harm the interests of hundreds of thousands of innocent outsiders. Other operators, however, use foreign flags as a legal means of minimizing tax, and are scrupulous about safety standards.

Cunard, with a venerable reputation to keep up, have every incentive not to jeopardize it. The savings they are looking for are on manning costs. Traditionally, British wages at sea have been relatively low; the Red Ensign has itself been something of a flag of convenience to other European countries and the United States. But in the past three years British manning costs have risen 50 per cent, while those of Norwegian and Dutch ships (our main competitors in the Caribbean) have risen only by 35 and 14 per cent respectively. The rise in the exchange rate of the pound has exaggerated the effect of these disparities.

Considerable scope now exists for savings through a change of flag. Indeed, there should have been scope for savings without that drastic step if owners and unions could have agreed on proposals for increased use of local labour on a "concessional" basis, but unfortunately this proved impossible. The union is understandably concerned at the loss of jobs caused by the rapid shrinking of the British merchant fleet since 1975; but in the present case it appears to have adopted a rigid position which only risks hastening the rate at which British seamen price themselves out of a world market that they cannot hope to control.

asing the way to death

On Miss Lesley Chamberlain. With reference to your article, he road to dusty death" (October 17), may I enlighten you as to the reasons why many, many people, like myself, have recently become members of EXIT? The threat of a nuclear war is very near future both horridly terrifying a vast number of us, intelligent people. Faced with the "unthinkable" having some not only "thinkable" but daily being prepared for, to be involved in a nuclear war this is the most horrendous threat. The alternative, unfortunately, is to have to be prepared for the terrifying fact that there just may be some survivors.

way, to have the means to put an end to the indescribable suffering which will be the lot of any survivors is the reason why I, and many others like me, have become members of EXIT. To save ourselves and our loved ones from a slow, agonising death.

The pamphlet you mentioned will only be available to members of three months standing. You imply, incorrectly, that it would be available, immediately, to anyone who applied for it whilst feeling low and vulnerable. The society recognizes that the reasons for the above state could well be transitory, hence the necessary lapse of three months.

Yours sincerely, LESLEY CHAMBERLAIN, 115 Belling Road, 25 Rydding, Ilkley, Yorkshire.

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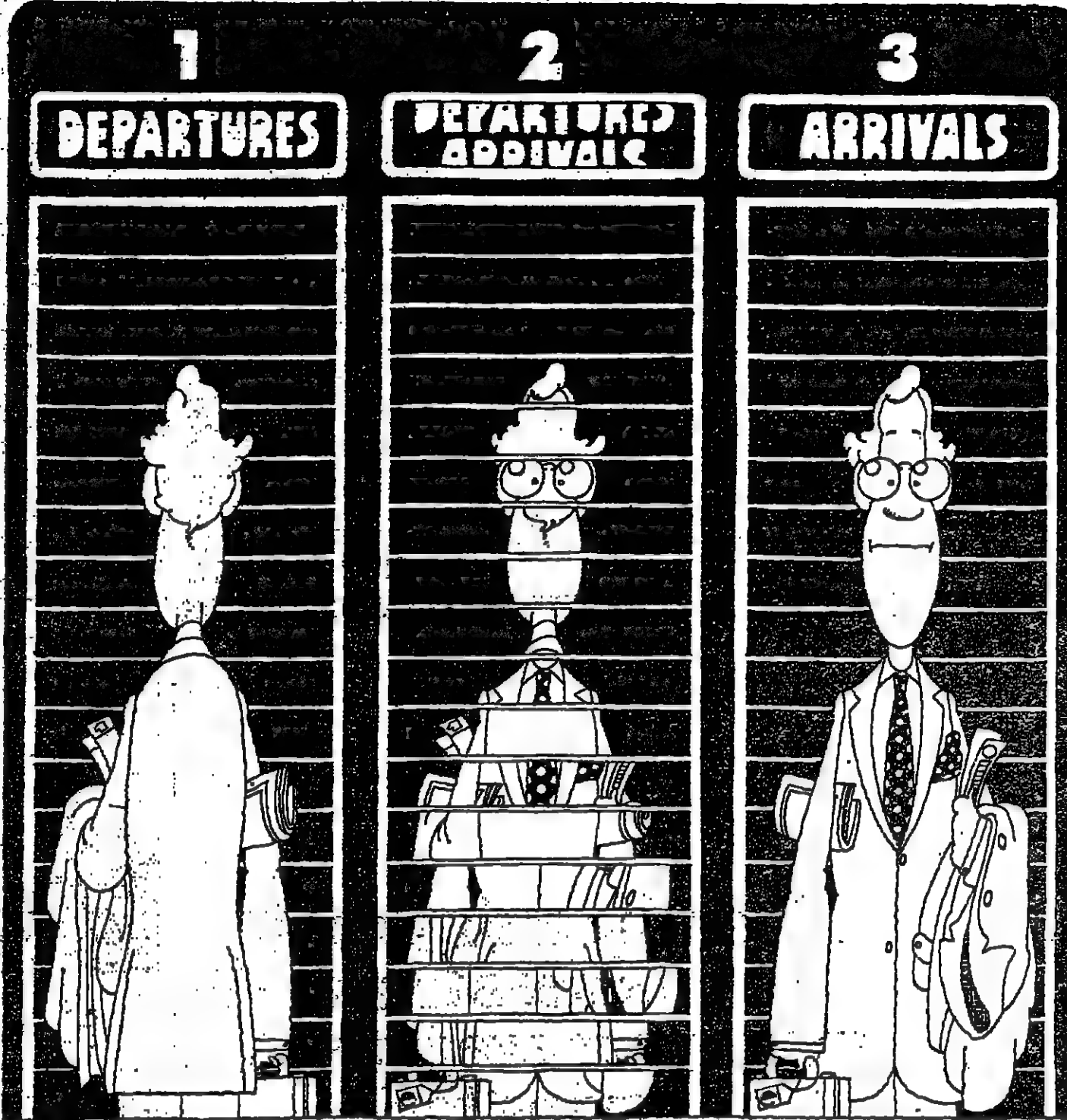
BUSINESS TRAVEL

A 'frightening' outlook even though turnover is at its highest

How does the business travel industry look to people in it? "Frightening", one agent said. "Another remarked: 'It is a question of being there at the end of the recession, basically, we are looking to survival'. A broker's reaction was: '1981 is going to be one of the most traumatic the travel industry has seen'. Yet turnover has never been higher. British Airlines made more than 2,500,000 business trips abroad last year, and the figure was almost matched by commercial visitors to Britain. Numbers have risen steadily for a decade, and the pattern is the same so far in 1980.

Mr G. Ferback, chairman of the retail council of the Association of British Travel Agents, said: "Although outlays are increasing, especially by people promoting exports, the amount of money spent is not necessarily increasing and may be decreasing slightly. Companies are becoming more economy-minded, and fares are spreading all over the world. The tickets may have to be reissued because of a change in fare structure. For the agent, it means double work for every return."

What the Americans call aviation deregulation, and others call cutthroat competition, has split over the business traveller in two. For the most part, the agent, both over and under the counter, the traveller probably needs expert advice either from a agent willing to act as a broker, or from his own company's travel manager. Inflation and recession have produced a divergent approach to the way ahead, he says. "Chains of hotels explain that, because of rising costs, they will be unable to offer the same level of service as they did a few years ago. At the same time, agents to big customers. An agent said one manager had said: 'To have you in



the tourists at the cheaper end of the market. Such innovations are popular, back on promotion, the exception with ordinary passengers, manufacturing cities, was who may find their sole putting together extra joint companies football hooligans and harassed mothers of five.

Mr Arthur J. Lyddall, formerly chairman of the Institute of Travel Managers, said there was inevitably conflict between firms trying to keep costs down and the man flying the flag in some unglamorous business centre.

Hard times had generated more first-class travel since top executives felt they should go abroad.

His view was borne out by British Airways, which reported an increase in such long-distance bookings last year. Wives seem to have suffered from cost-cutting, with few getting the opportunity to join husbands on trips.

Mr Lyddall said: "Hotels need us more than ever. They know the businessman will be well behaved, will spend in the hotel, and will not check out without paying his bill. If you are a company and a regular user of a hotel you are crazy if you do not ask for some sort of discount."

Mr T. Weatherhead, in charge of the travel department at London Chamber of Commerce and Industry, said small companies were feeling the pinch, but he found increased interest in visits to the United States and the Middle East and Far East. With the British Overseas Trade Board cutting subsidies, back on promotion, the exception with ordinary passengers, manufacturing cities, was who may find their sole putting together extra joint companies football hooligans and harassed mothers of five.

Telecommunications can sometimes save a journey. Britain has had Confravision since 1971. Studios in London, Bristol, Birmingham, Manchester and Leeds are linked by closed-circuit television, enabling several people in each to confer with their colleagues elsewhere.

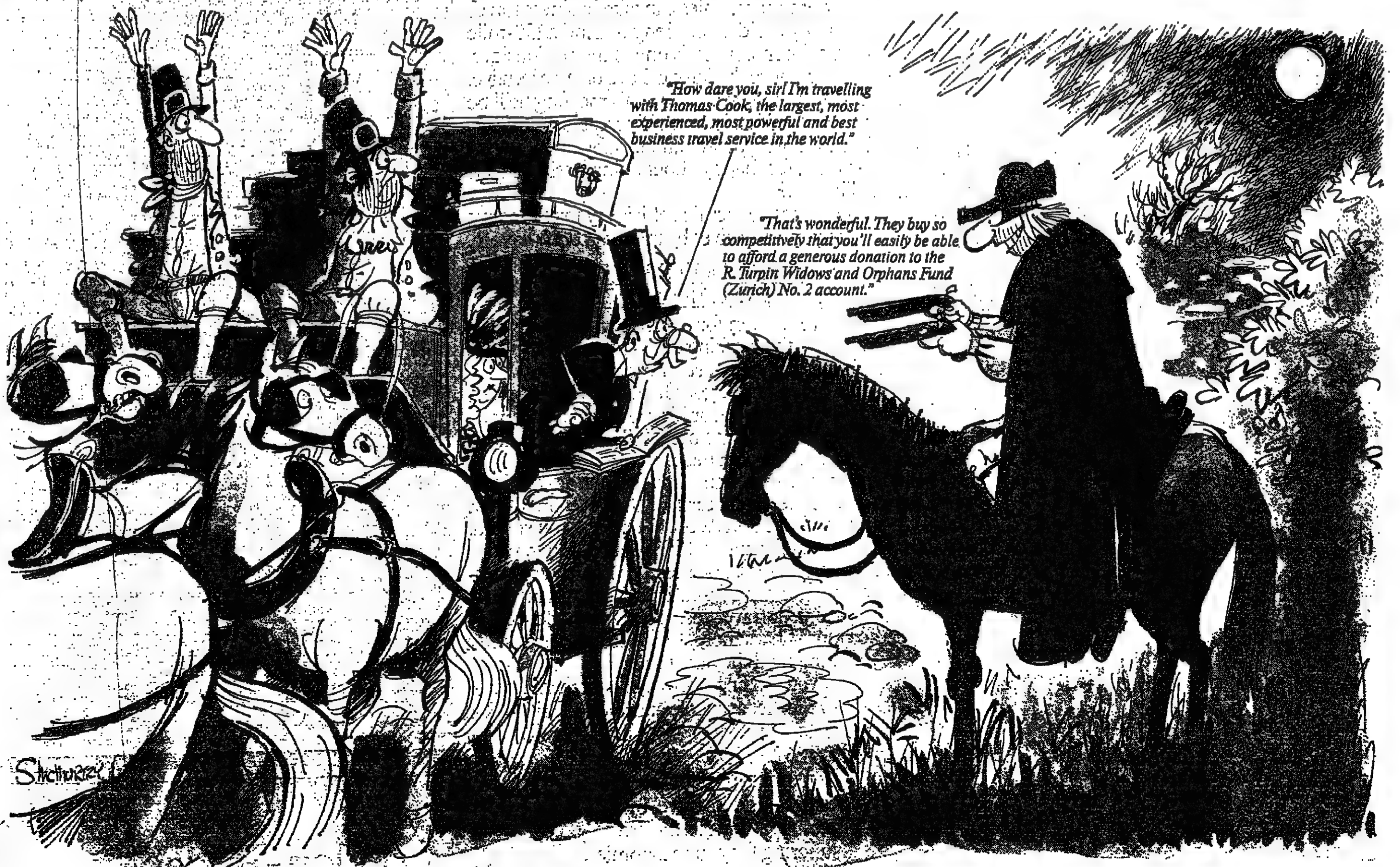
Its use is limited by the need to gather in a studio at a set time. But mobile links have been introduced, and there have been test transmissions abroad by satellite. The Post Office believes more widespread use will be made of Orator, which it hopes to introduce next year. This system, using a loudspeaker-microphone, will be cheaper and more flexible than Confravision. Prospective customers seem happy to dispense with the telepictures.

Finally, with an eye on travellers tired of wearing a perb through airport terminals, continental railmen are offering the Trans-Europe Express. First-class only services connect more than 160 cities in West Germany, France, Belgium, Holland, Italy, Austria, Switzerland and Luxembourg, with customs and passport formalities conducted in the train.

Patrick O'Leary

ON OTHER PAGES

Airports; airlines	II
Executive aircraft; computerized hotel booking	III
Credit cards; insurance	IV
Rail and sea transport; car hire	V
Security; incentive travel; conferences and exhibitions	VI



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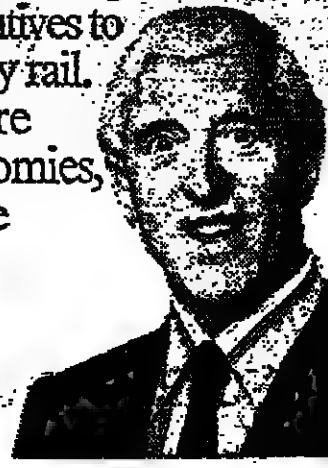
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BUSINESS TRAVEL

In many ways, anyone travelling on business needs a somewhat similar insurance cover to that provided for those taking holidays overseas. If only occasional, fairly short, business trips overseas are made, a package policy can be bought, as and when it is needed.

If, on the other hand, many people within an organisation are travelling abroad during the course of a year, arrangements can be made for cover to be provided on a declaration basis. At the outset, an initial premium is charged. Thereafter, within predetermined limits, cover automatically is in force when a member

of the organisation travels on business. The trips which are made are declared to the insurers, and the initial premium is adjusted on the basis of the actual premium earned by the insurers.

As an alternative, a policy can be arranged in respect of an individual, on an annual basis, to cover any number of business trips abroad as well as holidays. For instance, Guardian Royal Exchange Assurance offers such a policy in conjunction with British Airways, which provides cover "during any period of travel, whether for business or pleasure, not exceeding six weeks' duration from the time of leaving home or place of business to return to home or place of business, involving air travel or at least one night's absence from home".

Irrespective of how the insurance is set up, as with any other type of insurance, it is important to arrange the correct level of benefits at the outset—and, in view of inflation, they may need to be revised upwards from time to time.

Many policies offer personal accident cover, but this may not be thought necessary if, already, generous life assurance (and/or personal accident insurance) is in force. If, however, this cover is arranged, it may be decided to insure the chairman for a higher figure than a salesman making his first trip overseas.

It is important to make sure that the figure for baggage and money is sufficient to cover everything being taken, including the clothes being worn by the traveller. Otherwise, in the event of under-insurance, the pro rata of condition of average may be applied, with the result that any claim will be scaled down in the same proportion as the under-insurance.

Travel insurers are not necessarily prepared to insure samples taken overseas. It should, however, be possible to insure them under a goods-in-transit or all risks policy—although, probably, in many cases, the value of samples will not be great and it may not be worth worrying about insurance.

Will cover be required in connection with cancellation or curtailment? Here, if required, insurers will meet the cost of travel and accommodation charges which cannot be recovered in the event of a trip being cancelled or curtailed for such reasons as the illness of the traveller or death of a close relative. While this type of protection can be useful to a small organisation, many large organisations do not worry about it since so often a substitute can be sent if a person is unable to travel as planned.

Almost certainly, the most important area of all concerns medical expenses. Very high costs may be incurred in the United States; in one case, the bill

resulting from a heart attack amounted to about \$42,000.

Most insurers have increased the cover which they provide for medical expenses and, in a number of cases, cover of £50,000 is available, or can be obtained by topping up the basic policy. Since, fortunately, really high medical costs are still fairly few and far between, the cost of this cover is not particularly high.

Often medical costs can be kept fairly low if a patient can be repatriated to a British hospital, instead of languishing in an overseas hospital—possibly with the added complication of language difficulties. Europ Assistance is one organisation with a good reputation which has introduced a worldwide insured repatriation scheme for business travellers. Depending on the country being visited, medical expenses cover of £5,000 or £10,000 is provided, but if repatriation is undertaken, if necessary by air ambulance, with (doctor and nurse together with suitable equipment on board), the full cost is met by Europ Assistance.

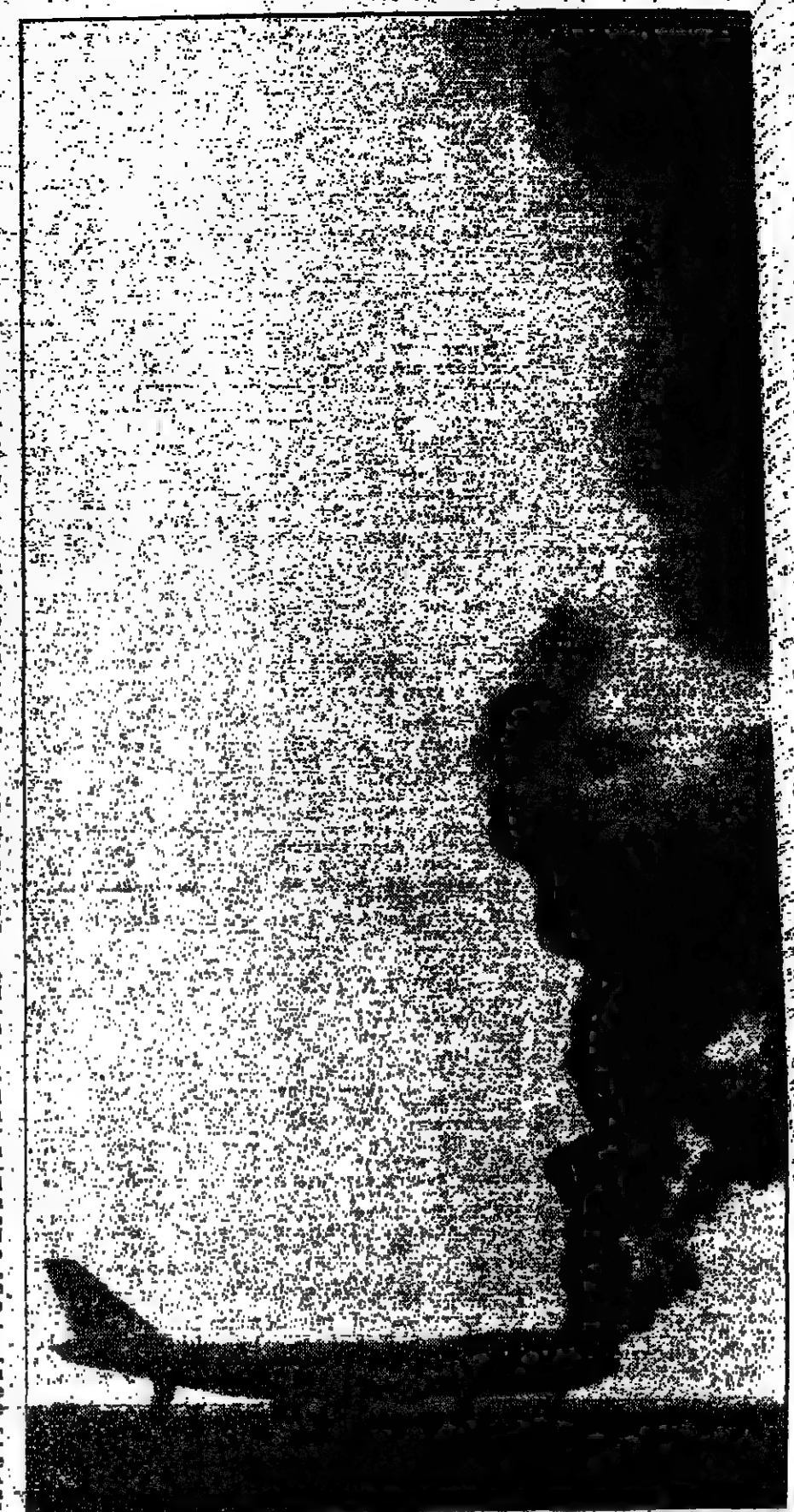
With this scheme, each trip, dependent on duration and the country visited, attracts a certain level of premium. For convenience at inception, the estimated premium for the year is paid and, at expiry, this is adjusted in the light of the actual premium earned.

If a car is taken to the Continent, the policy should be extended, and an additional premium paid. A green card will be provided. Without extending the policy in this way, the only cover which will be provided will be the bare minimum required by law in other EEC countries, with certain other countries on the Continent. Normally, only third party risks are insured in this way and, sometimes, the level of indemnity required by law may be insufficient to satisfy a claim. Cover, also, can be obtained to meet the cost of bringing back to Britain a badly damaged car.

If a car is taken to Spain, it is important to obtain in advance a bail bond, since the legal system allows the authorities to detain a driver, and/or his car, after an accident, unless a deposit is made in case he is found liable. A bail bond, which acts as surety and avoids that type of indignity and inconvenience.

John Gaselee

Great care is exercised by airlines to observe safety procedures. This 747 jumbo belonging to Japanese Airlines was blown up at Benghazi airport after being hijacked. All passengers got out safely.


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**Payment in
plastic**

Gone are the days when the lowly businessman leaving these shores had tucked tightly round his middle a belt stuffed with sovereigns. They now form the nucleus of his coin or gold collection, and in the pocket of his lightweight travel suit is a wallet stuffed with bits of plastic. Credit cards and other types of financial guarantee are of more use to the modern traveller.

The services offered by banks to itinerant businessmen extend well beyond the provision of credit cards. As well as traveller's cheques, local currency and cheque guarantee cards, there are international money orders, international payment orders and telegraphic transfers.

When exchange controls were abolished at the end of 1979, this opened the door wide for the banks also to make accounts in

most foreign currencies available to their customers, provided that no restrictions are imposed by the country concerned. Not all countries permit export of their currency. Cheque book facilities are available, and there is nothing to stop the traveller from having accounts in more than one currency.

An alternative, which avoids the necessity of opening a foreign currency account, is the open credit system. Withdrawals up to an agreed amount can be made at a specified bank branch in a foreign country. The customer uses his own cheque book to draw money from the overseas bank during the specified period. The strict time limitations make it more suitable for a person on a specific visit than for the roving businessman. Charges are applicable only to money actually withdrawn, although there is a fee levied when the credit facility is opened.

Small businessmen in particular can avail themselves of the international money transmission system embodied in the initials, IMO, IPO and TT. These are not gobbledygook, but the acronyms of those useful things, international money orders, international payment orders and telegraphic transfers. All achieve the object of remitting money abroad, but the methods, and speed, vary.

International money orders are pre-signed drafts issued by one's own bank. They are an interbank transaction only and cannot be used for goods and services, but can be helpful for example in making advance payment of hotel bills or car hire.

More useful perhaps, and certainly speedier, is the international payment order. This is an airmail authority to an overseas bank (it will generally be a correspondent bank of the customer's own) to pay a named beneficiary in either sterling or a foreign currency, either in cash or to his bank account.

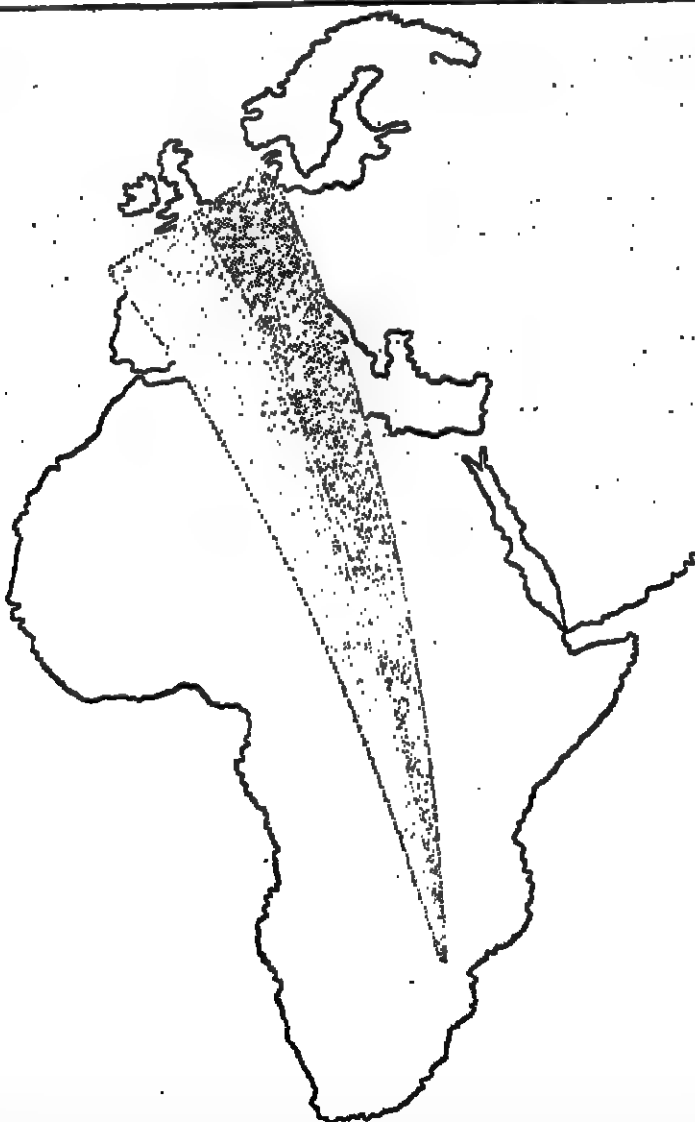
Telegraphic transfers operate on the same principle except that the authority to pay is cabled to the correspondent bank. It obviously costs more and the average commission rate is 25p per £100 with a maximum commission of £50.

Most businessmen, however, will continue to rely for their travel expenses on the old standby of traveller's cheques, credit cards and their own domestic cheque book. Traveller's cheques now come in a very wide range of currencies; most British banks will offer a choice of about twenty, including Russian roubles and Romanian lei.

The credit card companies' facilities are well known, but the credit limit can be much higher than is normally expected. For the bona fide businessman can run into thousands of pounds. As an alternative, he can be given a credit card billed directly to his company.

Carrying cash is hardly a serious option these days, if only from the security point of view. However, where it is taken it is as well in Eastern Europe to check in advance which hard currency is the most desirable. At present German marks seem to be the most popular.

Margaret Stone


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Speedier trains mean out and back in the same day

British Rail's new high-speed trains, the InterCity 125, have made it possible for many of the main cities within 200 miles of each other to be reached in under an hour. This has made travelling between cities a much more convenient affair. At one time, out and back in the same day was not possible. Now, with today's faster trains, out and back in the same day is possible.

The main advantage of the InterCity 125 is that it is fast, with average speeds of more than 70 mph. It is direct from London to many of the main cities, with no need to change trains. This makes travelling much more convenient. The InterCity 125 is also comfortable, with plenty of room and light. It is also quiet, with no need to wear headphones. This makes travelling much more pleasant.

The InterCity 125 is also a very reliable train. It has a long history of service, and is known for its reliability. This makes it a very popular choice for business travellers.



In conjunction with Godfrey Davis has already proved popular, as are the train catering services, with attractive meals available en route. Although some rail faces seem high to the business traveller, there has been no sign until recently that British Rail has been pricing itself out of the business market. Indeed, in the first three months of this year, after a 20 per cent fare rise in January, business traffic went on expanding by 6 per cent. Unfortunately this trend has since been reversed, with a probable fall of about 10 per cent in the number of business travellers. As a result of the business recession, and the second fare rise scheduled for November, British Rail can keep its prices reasonably low. This is a good thing, as it allows business travellers to enjoy the flexibility and speed of the train. The InterCity 125 is also a very reliable train, with a long history of service. This makes it a very popular choice for business travellers.

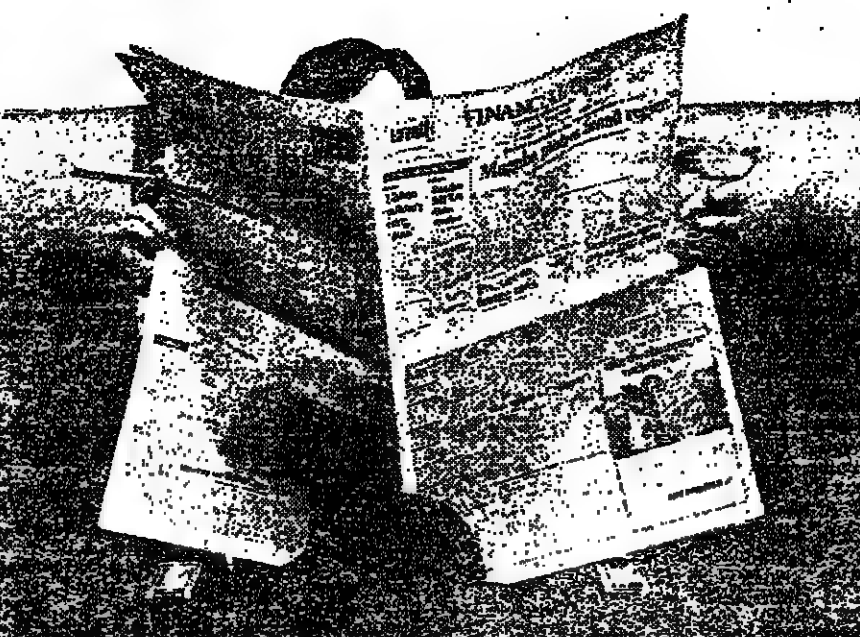
Scandinavia to Spain. It has to be admitted though that to the businessman, to whom time is so important, sea, with its double transshipment and slow crossing, plays second fiddle to the convenient hop by air. Something more than 50 per cent of business travel between Britain and Europe, it is estimated, is by air. Of the tenth that goes by sea, the great majority cross by the short-sea routes from Dover and Calais, simply because it is so much shorter and quicker, with reasonable connections to Paris and other continental cities. There are, however, two particular strengths which have been well exploited on particular sea routes: the overnight crossing with rail connections that saves both the time and expense of a continental hotel; and the accompanied car which enables the traveller to enjoy his flexible itinerary and, if desired, take samples of his wares along too. An excellent overnight route is Harwich-Hook, where big modern ships of the British and Dutch partners in Sealink provide comfortable overnight crossings with extensive connections to Holland, Belgium and Germany on the one side and London on the other. "Classic" passenger traffic (that is to say on

Journeys between London and Glasgow will take less than four hours in the Advanced Passenger Train, which will be introduced towards the end of this year. Its light weight and tilting suspension contribute to its greater speed.

foot rather than by car) by day has been of small importance hitherto, but should grow rapidly with the addition of high-speed jetfoil services between Dover and Ostend to those already operating from the Tower of London, and Hovercraft services from Pagwell Bay and Dover to Calais and Boulogne. The proportion of business travellers taking their own cars is not accurately known but the attractions of freedom of movement, carriage of wares, and the possibility of combining work and holiday are such that there are known to be substantial numbers on the ferry routes to Norway, Sweden, Denmark, Germany, Holland, Belgium, France, and countries further afield such as Italy and Austria. They are presently enjoying a sharp rise in the range and standard of service coupled with—provided they are prepared to travel outside the peak—the best fare bargains for years, as the ferry operators fight for customers for their ever-growing fleets. One day, no doubt, there will be stripways and tunnels while, if you have time, the ferries provide a pleasant way to get to work.

Michael Bailey
Transport Correspondent

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But not a businessman."

reserved seat, meals and, full in flight service. "When I introduced Super Economy I never considered who'd buy it. I wondered who could afford not to. "Cynics, perhaps, who are so used to cuts of a few pounds they can't accept savings of hundreds. "Or diehards who refuse to believe that with good management one can offer more and charge less. "But you wouldn't call them businessmen, now would you? For full details see your travel agent or telephone 01-668 9300 or Horley (02934) 5511.

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Trend towards car rental and leasing predicted

Car hire companies have been having difficulties recently, reflecting the current economic climate. This has led to a trend towards car rental and leasing. Car rental is a more flexible option, allowing businesses to hire cars for short periods. Leasing is a more long-term option, allowing businesses to lease cars for a fixed period. Both options are becoming increasingly popular among businesses.

The long-term Mr. David Lowbridge, president of the British Vehicle Rental and Leasing Association, sees the rental business expanding faster than the economy as a whole. This is because the cost of motor vehicles, with the cost of the general inflation rate, is rising. This makes car rental a more attractive option for businesses. The Association also sees a trend towards car leasing, as businesses look for more flexible options.

Car rental companies can be divided into three main groups. The first group are the large, national companies, which operate nationwide. The second group are the regional companies, which operate in specific regions. The third group are the local companies, which operate in specific local areas. Each group has its own strengths and weaknesses. The large, national companies have a wide range of vehicles and a long history of service. The regional companies are more flexible and can provide more personalized service. The local companies are often the most convenient option for businesses.

Britain 50 years ago and is the biggest company of its kind, having more than 800 locations in the United Kingdom and maintaining a fleet of 8,000 vehicles. Represented, like Avis and Hertz, at the big airports, it also, through agents, operates in 45 territories overseas. Inside the United Kingdom, it has a unique arrangement with British Rail by which cars can be hired at more than 70 railway stations. A service designed to appeal to the businessman who can work—or relax—on the train journey and pick up a car at the final stop. Godfrey Davis has a similar arrangement with British Airways on the London-to-Scotland shuttle, enabling travellers to rent cars at the airports without prior booking. The decline in business travel has badly affected the big rental companies, since it provides their year-round income. The seasonal increase in business comes from international tourism but this, too, has fallen off as a strong push has made British prices unattractive. The art in running a car hire fleet is to use vehicles to maximum possible capacity and replace them every nine months to a year. Rental customers do not expect to have to drive around in last year's model. But with new car prices rising steadily and the second-hand market, into which rental companies have to sell, less than buoyant, this rapid turnover of vehicles is getting more difficult to finance. In the short term, at least, there seems little prospect of the situation easing, but the rental companies remain confident that eventually conditions will turn back in their favour. The 25 per cent annual growth of the early 1970s is unlikely to be repeated, but since fewer than one person in 20 ever makes use of a hire car, there is a huge potential market still to be tapped.

Peter Waymark
Motoring Correspondent

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BUSINESS TRAVEL

Two ways to deter sky terrorism

Over the past 10 years hijacking or other forms of terrorist attacks on aircraft have become a familiar emergency for many airlines, police forces and governments. Aircraft have flown half the world at the behest of a gun or bomb as the sky has become a major battleground without anyone ever issuing a formal declaration of war.

Between 1969 and 1978 there were more than 400 attempted hijacks involving 25,000 passengers. There were another 75 cases of shots being fired or bombs detonated inside aircraft while they were in flight or on the ground. These figures do not include incidents where police forces or security services have stepped in and prevented attacks being launched on aircraft with weapons such as portable guided missiles.

The toll of casualties inflicted includes at least three major crashes which have taken hundreds of lives. On the credit side are the remarkable rescue operations, such as at Entebbe and Mogadishu.

However, these successes were a means to address the balance. As with all policing, prevention remains an important part of the armoury and, in the case of air travel, it must be argued that prevention is primary. Air passengers do not want to travel if they run the risk of a hijacking or attack, and if they do not travel there is no revenue and eventually no flights.

Terrorist attacks have to be deterred in two ways. On the one hand there is a responsibility by airlines and airports to prevent access to targets, and on the other, governments have to pool their intelligence resources to provide warnings and also agree on

their attitude towards the terrorists.

As far as airlines and airports are concerned, considerable progress has been made since the early 1970s. In the United States, at the behest of Washington, a programme to ensure better security was introduced in 1973. Passengers are charged 50 cents on each ticket as a surcharge included in their fare and the resulting funds contribute to screening all travellers, securing airport areas and aircraft.

In Britain a surcharge of £1.60 on the fares of all departing passengers is levied by the Department of Trade. In the current year £34m will be raised for the total security operation.

The result at many airports at home and abroad is a system of screens and checks to prevent passengers taking anything untoward on to aircraft without good reason. In some American airports even duty-free goods have to be delivered to the passengers at the departure point rather than allowing them to take them, or something masquerading as a duty-free article, on themselves.

The baggage checks and the searches take time and certainly create considerable annoyance but many passengers seem to have accepted them as part of the price they must pay for flying.

As far as airport security is concerned its success depends very much on the country concerned. In Britain regular exercises are carried out between the police and the army, including the SAS. Specialist security has been added for flights to the Irish Republic and Northern Ireland which included segregating aircraft from the rest of the airport and a stringent check on all passengers.

Abroad, however, there have been a number of cases where hijackers have capital-

ized on lax security arrangements at one airport to transfer on to their chosen target at another airport.

In the air, security is the province of the airlines. Few will talk about their precautions but some have become known as a result of attacks. For some time American aircraft on potentially dangerous routes have been carrying federal "sky marshals". In Russia it is not unusual to see flight crew descending from their aircraft after a flight with pistols still tucked into their belts.

El Al has specially armed security guards on many of its aircraft, as do a number of Arab airlines. Some years ago a would-be hijacker on one Arab airline is reported to have come up against guards. He was disarmed, smothered in a towel and had his throat cut.

Despite such cases and all the paraphernalia of modern security which surrounds air travel terrorists will still get through. After a hiatus in hijacks, the United States is now suffering an increase again as disenchanted Cuban refugees try to go home.

In such situations, the last resort must be international cooperation. If countries are agreed that they will not give shelter to terrorists the point of the hijacking exercise becomes meaningless. There has been great emphasis on securing that agreement. The members of the EEC have forged a compact not to give in to terrorists. They have also pooled many of their resources of intelligence.

But there still remain areas like the Third World and parts of the Mediterranean where hijackers cannot only get on to flights but also find success. There will never be an end to terrorist attacks while isopholes remain open.

Stewart Tendler
Crime Reporter

Good work can win an airline ticket to romantic places

Incentive travel, which is thriving despite the recession, is probably more firmly in the domestic business than routine package tour holidays. Handing out travel packages as reward or motivation to those a company most highly regards, whether it is salesmen with record-breaking orders or agents who have done well and may be persuaded to do better, needs to be memorable so as consistently to gear up the incentive.

It means finding something new and preferably exotic, a task which the past months of intensifying fare price wars among the airlines have made easier. Hongkong and other destinations in the Far East are now starting to figure more frequently in incentive travel packages, and the past year has seen a big jump in such travel to both the east and west coasts of the United States from Europe, including Britain.

Thomas Cook, the travel agent, whose estimate of the value of the incentive travel market in Britain is about £100m a year, has seen a striking growth in the number of incentive packages taking in Florida and California this year. This is because for the first time the costs have come within the spending limits companies appear to set on incentive packages.

A week on the American east coast at a good hotel, with half board and probably a couple of excursions thrown in, can be had for about £500. A similar trip to the west coast would cost about £700.

The next stage is likely to be other gateway destinations in the American south, led probably by Atlanta, Georgia, with New Orleans likely to prove in-

creasingly popular, Thomas Cook believes.

America and the Caribbean, already popular incentive destinations for North Americans, who also go to Hawaii, Far East destinations and into South America, could increasingly be on offer to incentive travellers from Europe if the air fares war continues.

Britain has kept its share of incentive travellers from abroad despite the stronger pound, the British Tourist Authority believes. Last year there was a marginal decline of just over 1 per cent in the number of foreign visitors to Britain but there was an increase in business travellers, who represented 19.1 per cent of the total number of visitors compared with 18.1 per cent the year before.

In the first half of this year the proportion of business travellers rose to 23.6 per cent, an increase of 16 per cent in this sector compared with the analysis for the same period last year.

It is difficult to assess how much of overall business travel can be categorized as incentive because, apart from the straightforward incentive holiday packages, conference travel can often have an incentive element within it.

A company may send off its top salesman to an exotic spot partly for pleasure and partly to have discussions on the next corporate plan for launching new products and boosting sales. Being a governing attendee at overseas conferences where companies set the expense against tax. Regulations were first introduced in the 1970s. They slashed conference traffic from the United States to Britain for more than a year. There is considerable opposition in



the average numbers of the United States to the new moves, which are a threat to British share of what is to be an extended incentive travel market.

What has surprised the incentive travel section at Thomas Cook is the way the straightforward incentive items like a single train trip or even some theatre tickets, if they have been highly popular. Not have tested for some time for a complete holiday.

Because of the wide span in the value of incentive packages, which range from a few pounds to thousands, it is expected in the trade that although the search for new destinations will inevitably

The bustle of a street in Hongkong, where a world of spare time interest is rewarded with an incentive travel package.

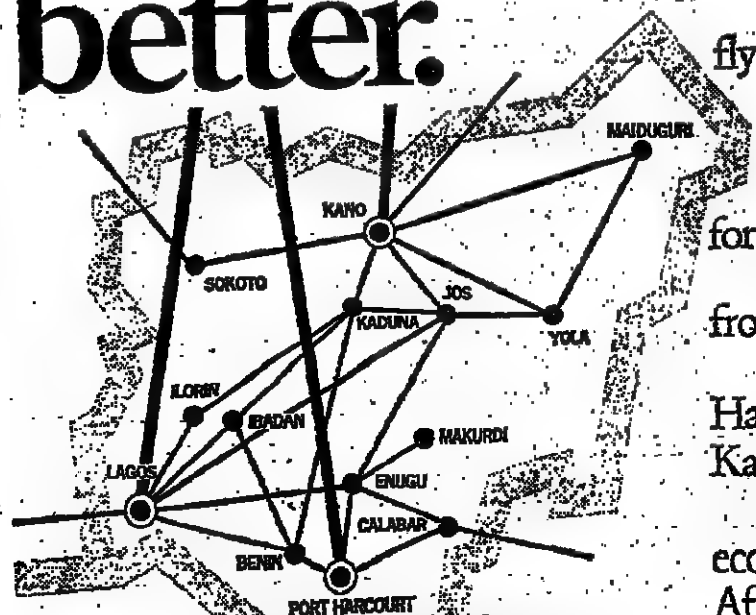
Cook's, either, the other, will still get their share of the market. Majorca is still highly popular. Not have tested for some time for a complete holiday.

Because of the wide span in the value of incentive packages, which range from a few pounds to thousands, it is expected in the trade that although the search for new destinations will inevitably

Derek Harris
Commercial Editor

How other airlines see Nigeria.

Naturally we know better.



Other airlines fly to Lagos. Some also fly to Kano. They may tell you they serve the other major centres in Nigeria too. The fact is, they don't. They rely on us for internal flights.

Nigeria Airways flies seven days a week from Heathrow to Lagos and Kano. And our own flights serve Sokoto, Port Harcourt, Maiduguri, Jos, Yola, Calabar, Enugu, Kaduna, Ibadan, Benin, Makiurdi and Ilorin.

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All aiming high—artist, cowboy, silversmith

What was it that brought to London this month a naturalist artist from Minnesota, a cowboy from Missouri, and a Navajo silversmith from Arizona?

The answer is the first place is: Northwest Airlines, which has started a direct service between London and Minneapolis/St Paul. The reason for their visit, however, is to publicise the convention buildings of their respective states among those British companies, clubs or professional associations which are looking for somewhere new to hold the serious business of meeting with the equally serious business of sightseeing.

In picking London the artist, the cowboy and the silversmith were aiming high. According to Mr Geoffrey Smith, the chief executive of the London Convention Bureau, London plays host to more international congresses than any other city in the world and probably to more meetings of all types than anywhere else in Europe.

London's most recent conferences and exhibitions—the two often go together—have included that of lorry drivers from 15 countries, the European Festival of Model Railways, the Harry Jephthre and Middlesex Cat Show and the Bookmakers Show.

The amount of money involved in the conference and exhibition business is large and growing, it is difficult to measure. In the case of London, however, there is a recent, if somewhat rough, guide. Between April 1978 and March 1979 a survey was carried out of the spending of 950 delegates attending 20 conferences in London—seven national and 13 international.

Of these 950 delegates, 343 (over a third) were too busy either conferring or just having a good time to respond to the questionnaire. None the less, the survey, which was carried out on behalf of the London Convention Bureau and the British Tourist Authority, showed that the overall value to London of conferences was about £150m a year. Moreover, this business is holding up well despite the recession in tourism. The more problems there are, the more people meet to discuss them.

According to the survey, an out-of-town delegate spent or caused to be spent a daily average of £81. This included money spent on people accompanying the delegate or money spent on him or her by the conference organizer.

Within this average, foreign delegates from outside the United States and Western Europe spent about £98 each, and British-based delegates £51. Of the two-thirds went on hotels, followed by shopping (about one-third), and most of the rest was spent on restaurants, sightseeing and entertainment.

Next year in London day, which delegates and exhibitors alike are looking forward to, the big purpose-built conference centres, whose construction is well advanced, will be ready to receive the big conferences. The new centres, which will be built on the site of the old Wembley stadium, will have a total area of 2.5 million sq ft. The new centres will be built on the site of the old Wembley stadium, which will be built on the site of the old Wembley stadium.



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For 2,500. This will complement the five congress halls which have opened their doors in Hamburg and in West Berlin.

The Congress recently held a National Scientific and Technological Conference on "How to devote ourselves more fully to the drive for modernization". This was attended by more than 150 specialists who, having noted that three hours a day are spent on cooking in domestic households, came to the chilling conclusion that convenience food should be developed. The speakers called for more factory-made ready-made food, and a local restaurant was among the delegates.

Ross Davies



£30m Tokyo oil loan offered to China

Japan is ready to provide China with loans worth 15,000 million yen (about £30m) for development of oil resources around Sobai Bay, it was announced in Tokyo.

Officials of Japan National Oil Corporation, said the offer was conveyed to the Chinese when Mr. Hsiao Tokunaga, governor of the government-run oil company, visited Peking earlier this month.

The offer was made during informal conversations between Mr. Tokunaga and Chinese authorities.

China has made no response, either official or unofficial, to the offer, they said.

Peking has been asking the Tokyo government for cooperation in developing oil resources around the Bay area, which the Chinese have said are located deep in the ground and require considerable investment to develop.

The Japanese are hoping that China will repay the loans with oil to be developed in the area.

Italy's car sales have reversed trend.

Car sales in Italy, bucking the trend of the recession, showed a 29.95 per cent increase in September over September 1979, reaching 131,534. Figures issued by the Association of Motor Car Industries put the increase at 19.36 per cent for the first nine months of the year, compared to the same period last year. With 59,706 cars sold, Fiat had 45.39 per cent of the market in September.

Biogen expansion.

Monsanto has purchased equity in Biogen, the genetic engineering company with research laboratories in Geneva, for \$20m (over £3m). The cash will be used to finance Biogen's expanding research and development programme.

Gas offshoot.

International Energy Development Corporation has formed a natural gas subsidiary, International Gas Development Corporation, which will develop natural gas and related projects in Third World countries.

Opec meeting call.

Venezuela has called for an immediate extraordinary meeting of the Organisation of Petroleum Exporting Countries, to "study the market situation in the wake of the Iran-Iraq war, an energy ministry spokesman said in Caracas.

Yugoslavian loan.

Yugoslavia is seeking up to DM1,400m (£344m) in a Euro-loan being arranged by West German banks, but the final amount and conditions of the credit are still being negotiated, banking sources said in Frankfurt.

German output falls.

West German production of passenger cars totalled 312,500 in September, down 7 per cent from 334,721 in September 1979, the automobile industry association reports from Frankfurt. In the first nine months, car production totalled 2,709,800 units, down 9 per cent from the year earlier period.

Tokyo car output.

Japan's car production registered a new record for September, totalling 1,002,827 units. The total represents an increase of 41.2 per cent from August and 23.8 per cent from the year before. It surpasses the previous record of 811,052 units set in September 1979.

Rome trade imbalance.

Italian exports fell 3.7 per cent in real terms in the first seven months of 1980, compared to a year earlier, while imports rose 5.8 per cent, data released from the government statistics institute in Rome reveal. Export prices were up an average 21 per cent, while import prices were an average 32 per cent higher.

Trade surplus rise.

South Africa's trade surplus rose to 485.5m rand (£246m) in September 1980, up from 313.3m rand in August. Imports during September totalled 1,161m rand, down from 1,387m rand in August. Exports also fell slightly from 1,706m rand in August to 1,647m rand last month.

Business appointments.

Mr R. N. Hodge, an ICI Mond Division deputy chairman, has been appointed ICI's general manager, personal operations, with effect from April 1. Dr J. V. Watt, exploration and development manager at ICI Petroleum Services, has been appointed a director of the petrochemical division from the same date.

Mr F. H. Brittain has become director-general, institutions at Grindlays Bank. Mr C. D. Barlow, director-general, financial services.

Lord Remnant will not seek re-election as a director of the Australia and New Zealand Bank at the annual general meeting on January 19.

Mr B. H. Lewis has been appointed to the board of Percy Lane Group.

Mr David Harrison has become deputy chairman of Bunn Textile Holdings.

Mr James P. White is now managing director of Office Cleaning Services. Mr Stephen G. Bonner becomes financial director.

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Tooling-Investments plan development, expansion and recruitment

Herbert rescuer set to spend £3m

Tooling Investments, the Midlands-based company which has bought the machine tool manufacturing business of the defunct Alfred Herbert group, yesterday announced plans to spend £3m in each of the next three years in developing and expanding the business.

Mr Ron Lynch, chairman of Tooling Investments and of Alfred Herbert, said that within the next 12 to 18 months new workers would be recruited at the Edgwick, Coventry, factory and within three years the company would be taking on "substantial numbers" of new employees.

He also gave details of a reorganization plan for the Herbert operations which would involve disposal of the Red Lane, Coventry, machine tool reconditioning plant and of more than half of the Edgwick factory. It is hoped that the Red Lane site alone will sell for at least £1.5m.

Alfred Herbert, once one of the world's biggest machine tool companies, went into voluntary liquidation last week after disposal of its 15 businesses to private buyers. The National Enterprise Board, Herbert's owner, is left with losses of at least £57m to write off.

Tooling Investments, in agreement with the NEB, has declined to reveal the sum it paid for Herbert's machine tool operations. A statement of affairs drawn up by Herbert's liquidators shows that the company is still owed £7.6m from the buyers of Edgwick and Macclesfield Lane, Birmingham, plants.

Trade union convenors from the Edgwick and Red Lane works attended yesterday's Tooling Investments press conference in London which was pervaded by an atmosphere of cooperation and optimism.

The company plans to produce 200 high technology machines and 30 lathes, a 25 per cent increase on present



Mr Ron Lynch, chairman (left), and Mr John Wright, deputy chairman; both former managers with E.L.

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BY THE FINANCIAL EDITOR

BHS loses some glamour

British Home Stores has gained a premium in the retail sector after last year's above average profits performance and confidence that its trading switch out of food to higher margin goods and the heavy investment programme would provide it with more momentum in the 1980s than its competitors.

Latest half-year figures showing a near fifth drop in pretax profits to £10.6m are however more in line with some of the steepest High Street casualties than Marks & Spencer's 11 per cent slip last week. As at Marks it has been food sales at BHS that have held up much better than merchandise.

In the event gross margins have been more than maintained but sharply higher operating costs have hit them at the net level. Unlike Marks and Debenhams, BHS does not appear to have been able to contain costs as well, with little attempt for example to trim labour.

Another dent has been made by interest payments of just over £1m against interest payable last time of £169,000. Some 300,000 of this arose from last June £25m convertible issue and the remainder from higher overdraft rates. That should drop next year as the second half of borrowings shifts after the Christmas stocks bulge and for the time being the convertible is enough to fund the higher capital spending programme.

BHS is also more than looking for some improvement in the second half as last month's decision to hold prices on a non-food side will keep the pressure on margins. The market is still taking this year at face value, marking up stores monthly and BHS's results yesterday were in line with expectations to lift the year 5p to 15p even though full year sales now look as though they will fall short of last year's £41.8m where the fully paid up ratio of around 8 is more manageable than for some time.

ate asset sales

n elimination contest

Somehow a ragged elimination contest is going on to decide which will be the last of the various state-owned industries. Government has said it will "privatize" actually reach the starting post and sell the capital to the public.

Several promising contestants have already dropped out. British Airways, which has a sharp revenue deterioration due to recession and competitive pressures on its routes, has been postponed its flotation for at least a year. British Rail, which had been expected to offer hotels, cross-country ferry services and even property assets for sale, decided instead on a diluted route, though which it will invite private participation in a number of specific projects.

The most probable winner, until about a month ago, looked like being National Shipbuilding, which has obtained the enabling statute and formed itself into a floated company. But conditions have changed, not least because of British Rail's decision to withdraw from parcels carrying, a "heavy" to NFFC which had a contract worth £20m from BR on the parcels side. That now leaves two front runners: British Aerospace, where enabling legislation has been obtained and which has virtually completed its preparatory work for a float, and the Transport Docks Board, which is in the same position but which has to go to the Transport Bill, due to be presented to Parliament next month, to receive its Act, possibly next June.

BA's case, the Government intends to buy about half the equity to the market, which is more than 15 per cent could be an overseas buyer. This will be the test case in the present programme, one in which market conditions would be judged to be exactly right. That gets to be nothing can happen until the case of BTDB the plan is to form a top holding company under which will be operating companies for the 19 ports including Southampton and Lymington) which it controls. The idea is that the company would sell off 49 per cent of holding company. BTDB is a smaller, less sensitive proposition than BA, so that the Transport Bill has a relatively

smooth passage through Parliament. It could well move into a position where it will be the first to be floated.

Hawker Siddeley Holding some strong cards

Hawker Siddeley's maintained interim dividend is probably indicative of how it feels about the future. Results to the end of June are far better than those of many other engineering companies and Hawker, thanks to its geographic and product spread, has always been one of the best in the sector. Backing adverse trends. Nevertheless, although pretax profits are up from £53.1m to £57.2m on sales that rose from £555m to £567m, the two sets of results are not strictly comparable.

Last year the group had suffered from the long haulage dispute and while it did have the benefit of its huge cash resources which at the year end were £85m net, it only benefited for three months from Westinghouse Brake and Signal and had no contribution from Fasco, the United States electrical motors group bought last April for \$400m.

Conversely, this year cash resources have dwindled and now stand at around £35m. Interest income has come down from £4.3m to £1.5m but there is a fall contribution from Westinghouse and three months from Fasco.

While overseas operations are said to be doing "relatively" well, Canada which last year contributed £527m only made £19m this time. But generally the strength of the pound has not been helpful to Hawker's results when converted into sterling.

It looks as if the next half will be little different from the first. Although some of the divisions must be affected by the recession Hawker has some trump cards, including its buoyant mining equipment and railways sections.

Its international spread is also a serious help against problems at home. Even so, with sales of £110m for the full year, the shares at 226p are on a prospective p/e ratio of 14 and a yield of 4.9 per cent, assuming an unchanged final. It is difficult to see much progress against the market.

Hanson's purchase One worth waiting for

The market has been waiting impatiently for Hanson Trust's next United States acquisition. A year ago it failed to buy Barber Oil but last month it issued a \$25m convertible bond. In terms of size the latest United States takeover was certainly worth waiting for.

Hanson is capitalized at around £18m. McDonough will cost £73.8m or roughly what Hanson was prepared to spend on Barber Oil. So the deal dwarfs earlier United States takeovers such as Interstate for £16m (1977), Hygrade Food Products for £19m, Carlsbrooke Industries for £19m (1978) and £17m.

Hanson is known for buying into non-fashionable basic businesses and conceding little or nothing for good will. McDonough, a big building materials and hand tools business around Houston, Texas, has FICO net assets of £76.3m.

Nor is the deal extravagant in terms of McDonough's standing on Wall Street. The Hanson price of £16.45 or \$45 compared with an immediate pre-bid price of \$41.

Hanson already gets half its profits from the United States, and in a good year McDonough will lift the balance decisively. But profits are falling. In they were last January it had pretax profit of £14.8m. In the half year to July they were only £3m. This suggests, say, £7m for the full year because the second half is seasonally the better one.

However, Hanson is borrowing at 15 per cent, effectively adding around £9.5m to the £64.4m borrowed. But United States interest rates could fall, and the deal will not be completed until next January. For the year to last September Hanson is widely expected to report pretax profits of around £39m. Finally, Hanson is adept at selling chunks of acquisitions at high prices. The shares understandably rose 2p to 179p.

Economic notebook

Investing in human capital

Robert McNamara has presided over an intellectual revolution during his 12 years as head of the World Bank. It is this, rather than the eleven-fold increase in the bank's lending to that period, which will distinguish his term there when he steps down next summer.

For the revolution of the McNamara era, has turned upside down many of the orthodox notions about the processes of economic growth in the developing countries and the alleviation of poverty.

A little more than a decade ago it was conventionally assumed that more equal income distribution in developing countries could only be accomplished at the cost of a reduction in overall national growth. Indeed, it was even suggested that the distribution of income would, in some cases, have to become less equal for a time during the early stages of economic development.

Today, policies aimed at distributing widely the benefits of growth are viewed as important not only in reducing poverty but in supporting economic growth itself in the longer term.

It is the experience of three decades of international development effort that has brought about this change. Since 1950 income per person in the developing world has doubled. But it has become increasingly clear that numbers of people have largely failed to benefit from this growth.

The proportion of people living in absolute poverty in the developing countries has fallen during the past two decades but, because of population growth, the number of people in absolute poverty has increased. The question that arises is whether economic growth can by itself provide a solution to the problems of large-scale deprivation faced by developing countries. But it is here that we run into what appears to be a conflict between economic growth and greater equity.

Many economists have argued that it is only through growth that there will be anything significant to distribute and that policies aimed at redistributing income will only slow down growth and condemn the poor to remain in that state for longer.

This is because, so the argument runs, the mechanisms which promote economic growth also promote economic concentration, and a worsening of the relative and perhaps even the absolute position of the lower income groups.

It is perhaps significant that countries like South Korea, Taiwan, Singapore and Hong Kong, which are held up by western conservatives as paragons of enterprising market economies, also have quite developed social infrastructures. It is, however, Sri Lanka which provides one of the clearest examples of the benefits of investment in human capital. Sri Lanka's record on life expectancy, literacy and fertility is one of the best in the world in relation to its low income level. But to achieve this the government has spent on average over the past two decades nearly 10 per cent of its gross national product on education, health and nutrition programmes.

In the 1960s, the country's growth rate, 6.2 per cent, points above the average for low-income countries. But in the 1970s slower growth in agriculture, and especially manufacturing, caused Sri Lanka's growth rate to be somewhat below the average for the low-income countries.

However, because its population expanded by a small amount, its gdp growth per person over the period 1960-1977, at 2 per cent, was above that of the average for the low-income countries. Sri Lanka thus did no worse in terms of growth than comparable countries, while greatly out-performing them in human development.

There is no doubt that economic growth must remain a major objective of the developing countries. But the lesson of postwar development is that growth alone is not enough. Policies aimed at reducing poverty and making the lower income groups productive are equally important.

The twin objectives are mutually supporting, rather than conflicting. The legacy of the McNamara era is that they are now being thrust away the Kuznets curve.

Melvyn Westlake

Competition policy—the quick and painless solution

This week two companies have given undertakings to drop practices which were under investigation as being anti-competitive. The effect of new government legislation is discussed by Derek Harris

For the second time this week Mr Gordon Borrie, Director General of Fair Trading, has secured an undertaking from a company to drop practices which he had started investigating as possibly anti-competitive.

Yesterday it was ICI, one of the top half dozen British companies, which is ending restrictive clauses in contracts with customers for its soda ash. In the production of which it has a monopoly in Britain. Soda ash is used extensively in glass manufacture, as well as the making of other products, such as soap and detergent.

Earlier this week the British Broadcasting Corporation and Independent Television Publications undertook to supply programme details to "give-away" newspapers, as they do to national newspapers, after Mr Borrie took the view that denying the free papers could inhibit competition for advertising revenue.

In each case Mr Borrie has dropped initial inquiries which could have led to a formal reference to the Monopolies and Mergers Commission for a full investigation of an apparent anti-competitive practice.

This is a development in the practical working of the Government's new competition legislation which was regarded as a possibility, but of which Mr Borrie could not be certain about until his new powers to act against single companies were applied.

This week's showing suggests that a fair number of cases could be dealt with much more quickly—by single companies—the investigation process can otherwise stretch to about a year. It also means far less cost both for the public purse and the companies involved. This could be an important consideration for companies in deciding whether to fall into line with Mr Borrie's ideas.

Mr Borrie is already involved in preliminary investigations of two other companies and one could go through the full process of investigation. It concerns T. Raleigh Industries, the Nottingham-based cycle maker, which is market leader in its field, and is essentially to do with its refusal to supply cut-price discount outlets.

Raleigh has already said that it regards it as a test case, which will decide how a manufacturer determines the routes of distribution that it can accept.

Sweden's robots on the march

Roger Choate

Stockholm

Sweden, with nearly 10 per cent of the world's industrial robots, has emerged as Europe's largest producer of them. Robots for export have become big business as Swedish multinationals such as ASEA and Electrolux recruit sales forces and more engineers.

Robots, such as the ASEA IRB with an accuracy of about a fifth of a millimetre, are world best-sellers. By last March the company was reported to have sold but its production capacity for 1980. These expensive machines were being used by Volvo for gear sub-assembly experiments, while in West Germany BMW used them to assemble complete oil pumps.

Sweden has achieved a clear head-start in Europe because of its historically high labour costs and pioneering work in environment protection laws, which meant that robots were introduced very early. Now, days robots are eliminating boring or dangerous jobs, particularly in the Swedish car industry.

As many as 3,000 robots are expected to be operational in Sweden by the middle of this decade and the bulk of total production is destined for export to West Germany. Sweden's main customer—as well as the United States and other industrialized countries—gearing up for the robot age.

Robot research started in earnest during the early 1960s in Sweden when companies such as Electrolux conducted

pleasant shift work in numerous industries. Finding new applications for assembly robots is an important ingredient in research and new designs are constantly being introduced.

The University of Linköping is involved in a long-term study of applications to traditional technical work, while the University of Luleå in northern Sweden is investigating physical, mental and social effects of "robotization". Not long ago the ministry appointed a commission to calculate the economic effects of advanced electronics, including the impact of robot technology.

So far, robots have not significantly affected employment in Sweden but there is widespread concern in Sweden that sweeping technical changes caused by robots linked with microprocessors could eventually result in widespread unemployment in industrialized countries before the end of the eighties unless governments introduce programmes for alternative employment.

Swedish management, taking their cue from the science policy research unit at the University of Sussex, are nonetheless pushing ahead full throttle with robotization. The British research team has advised that "concern for social implications should not stop management from installing robots wherever they are technically suitable and economically viable, provided, of course, that this is preceded by full consultations with unions."

The latest generation is the "assembly" robot. These are putting together gear sub-assemblies in a pilot experiment at the University of Linköping in Sweden. And it is theoretically possible to link robots with computers and sensors and television cameras to assemble an entire car, says Mr Gordon Lundström, a Stockholm robot expert. He believes that the growing complexity of assembly robots would make it increasingly possible to eliminate un-

pleasant shift work in numerous industries.

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Business Diary: Value judgments • Comets and carrots

Business Equipment Trade Association (Beta) has turned tables on a monthly magazine which examines business equipment and services, rating "best buy", "good", "bad buy" or "poor". According to the latest issue of the Beta Newsletter, magazine What to Buy for less is itself a bad buy.

Beta says the magazine's ratings are "unsatisfactory and misleading", "inaccurate and derogatory" and "not helpful to the equipment user".

Beta also claims that What to Buy does not test equipment thoroughly, "relying on the opinions of users' leaders" and that the magazine's ratings have been "biased" in favour of potential sales.

In Derrick, of Oppenheim, which publishes What to Buy, is furious at Beta's ad-report on its efforts. "We're contract manufacturers distributors before critics, and we give them a reply to every issue. An publish an explanation of our findings," he said. "Beta did not contract us, they refused us the right of access and they will not offer substantiation of their claims."

What to Buy admits his company buys every piece of equipment to test and that he is gathering users' or positive as a potential customer to see how the measure up to the made for them.

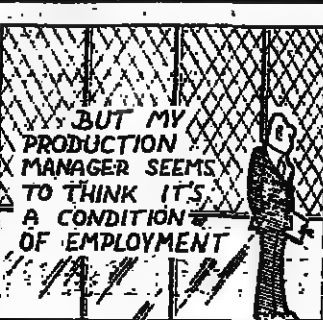


"Our only inaccuracies have been of a little more than a typographical nature," he says. He adds that since identical machines often sell at widely different prices under different names it is not surprising that Some Beta members have been displeased by the magazine's revelations.

● Brian Trubshaw, who made the maiden flight in the British-built Concorde-supersonic airliner prototype, those days flies a desk at Bristol for British Aerospace.

He is now taking over another administrative post—chairmanship of the flight operations committee of the Society of British Aerospace Companies. This is the body that oversees the flying display at the biennial Farnborough air shows.

Trubshaw succeeds an even better known former test pilot, Group Captain John Cunningham, who was congratulated at a meeting yesterday at the SBAC council—being the



longest serving member of one of their committees. It is 33 years since he became a founder member of what was then called the test pilots' committee, and he has been involved in the planning of every air show since.

He said yesterday: "In those early days we were involved in several arguments between the industry and the military, and 30 years later these still go on."

Cunningham last flew in a Farnborough show in 1976 at the controls of one of the fleet of Trident airliners built for China.

He is best remembered by the public as "Catsesey", the night fighter pilot whose extraordinary vision was attributed by the propaganda machine to the secret of carrot. He was really due to radar, and as the man who made the first flight in the Comet airliner, on July 27, 1949.

Cunningham retired from British Aerospace on October 1. The last Comet in airline service is due to retire from Dan-Air in a few days time.

● British Rail computers are advised not to feed this. Seventy-four railway cars and coaches are due to be auctioned in Stuttgart on November 13. They consist of sleepers, counterweights, a club, cinema and theatre, and dining cars all belonging to the IAO-Apfelberg Betriebsgesellschaft company.

The vehicles are five years old at most, and boast luxurious and comfortable interiors such as your average British traveller can only dream of.

Offered are suitable for use in almost any country which has a railway network, and can be modified by the rotatable undercarriages. (They are now fully meeting modern-day demands for comfort and luxury in railway travel.)

Which is more than you can say for the 8.43 Hempstead to Euston, but why should such wonders of Teutonic engineering be up for grabs? The IAO-Apfelberg Betriebsgesellschaft has, also, gone bust.

● Jordans, the company information specialists, has decided this year to double to 2,000 the number of companies in its annual guide to private concerns.

This is the two-volume Britain's Top 2,000 Private Companies 1980 (£18 each or £34 the set) and whether you are after an acquisition or just want to know who pays well, it is well worth a read.

The companies covered range from the commodity broker, Czarnikow Group with sales of £137.8m to Such & Searle Shipping with a turnover of about £2m.

The highest profit margin was achieved by John Swire & Sons (32.8 per cent) and highest profitability by Haymarket Publishing (180.1 per cent).

A "much worse trading situation" is revealed by the 1979 figures in this year's guide. Jordans says. The average percentage change in turnover was 17.3 per cent, net tangible assets were up by 18 per cent but pretax profits were down by 2.6 per cent.

The Lord knows what next year's guide will reveal. I hope I am around to report on it.

A businessman, I know was asked by the inland telegraph operator how many "r's" there are in "British". "Three," he said. "When she asked if he wanted '92' in the address sent as a number or as one or two words, he gave up and telephoned his message.

Ross Davies

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23rd October, 1980

Ross Davies

FINANCIAL NEWS

Stock markets

Confidence boosted by MLR hopes

Further selective buying in a thin market on hopes of an imminent cut in lending rates saw share prices rise still further yesterday.

Dealers again reported institutional buying spurred by the recent rise in the level of sterling. This led to hopes of a cut in MLR, possibly today, which in turn inspired investors. However, jobbers again complained of highly selective buying with most attention focused on the specialist situations, including oils, electricals and stores.

Investment interest was also kept alive by the long list of companies reporting and special situations.

In the event, the FT Index, which opened 2.8 up before climbing by 5.5, eventually closed slightly off the top, 4.7 higher at 488.7.

Glits enjoyed a return of confidence with dealers reporting institutional support on the back of sterling. In longer rises of around £1 were recorded, while at the shorter end, the gains were limited to £1. But no one was prepared to stick his neck out and predict a cut in MLR at 12.30 today.

Leading industrial spent another neglected session still under the shadow of ICI, where lower profits are being forecast later this month. Despite this the price of ICI rose 2p to 322p in line with the rest of the market. Glaxo added 4p to 236p. BAT 2p to 280p and Dowlat 1p to 177p, after its recent strong run. The interim figures from Hawker Siddley

proved better than expected and the shares rose 1p to 232p.

Elsewhere on the results front, British Home Stores climbed 5p to 157p, despite a profits setback and took most of the stores sector with it. Mothercare rose 4p to 240p and Marks and Spencer 3p to 112p, both in the wake of recent trading statements. GUS "A" closed unchanged at 454p.

The long overdue annual report is expected any day from Penine Motor with the figures qualified by accountants Cooper & Lybrand. "No problem" claims one spokesman from Penine who points to an increase in assets of £1m since the figures were studied. Further acquisitions are rumoured within the next few weeks. The shares yesterday closed unchanged at 144p.

while Boots edged ahead 3p to 236p.

K. Shoes improved another 2p to 63p following the recent mini "dawn raid" from Ward White, which closed unchanged at 53p.

But disappointing figures clipped 21p from Dupont at 201p. Hoversham at 53p, Pressac by 4p to 28p with Pretoria Portland Cement unchanged at 335p. A more favourable view was taken of the interim figures from Smith St Aubyn, up 10p to 176p and Jessel Toyne, 2p stronger at 84p.

Shares of International Thomson Organisation were suspended at 360p, pending an

announcement. The subsequent announcement, putting Times Newspapers up for sale or closing them by March, 1981, saw the shares quoted. They rose 40p before settling 25p higher on the day at 360p.

Glithurp firmed 2p to 105p, awaiting news of talks which might lead to a bid, while acquisition news added 2p to Hanson Trust at 179p. Recent trading statements saw Paterson Zochonis put on a further 5p to 360p, with Newman-Tonks firmed 3p to 50p and United Carriers 6p to 241p.

The strength of sterling brought renewed interest to the leisure sector where Coral Leisure advanced 2p to 82p. Ladbroke 5p to 234p, Pleasureama 6p to 171p, and Horizon Travel, 2p to 325p, the latter in expectation of increased bookings for overseas holidays.

Electricals continued to gain further satisfaction from the recent link-up between Racal, up 9p to 344p, and General Electric of the United States. Meanwhile, GEC leapt 15p to 356p following a meeting with brokers De Zoete & Bevan, who came away greatly impressed.

Elsewhere, stock shortages added 8p to Plessey at 265p and 7p to STC at 463p. Tri-central eased 2p to 399p on profit-taking, although Lamsa leapt a startling 33p to 834p, suddenly returning to favour.

Among second-liners, KCA International improved 10p to 180p and Premier Cars 7p to 109p.

Hopes of a cut in MLR saw small gains in banks where

Barclays grew 3p to 456p, Lloyds 3p to 343p and National Westminster 2p to 415p. Only Midland 2p lower at 353p, suffered any adverse reaction.

Insurance shares rallied under the lead of Sun Alliance, 11p at 780p, amid reports that a large shareholding had changed hands. As a result, Commercial Union rose 3p to 456p.

Investors of North Sea Assets seemed well pleased with the trading statement earlier this week. However, they are likely to have overlooked the opportunities of its Viking Piper barge listed in the accounts at scrap value. The barge is one of four pipelayers barges in Europe capable of supplying the needs of BIOC in its petrochemical venture announced recently. The shares yesterday stood at 147p, unchanged, compared with last week's figure of 132p.

165p, General Accident 8p to 350p, Royal 8p to 451p and GRE 6p to 345p.

Redundancy news clipped 2p from Blue Circle Industries at 334p, but Ready Mixed Concrete closed 4p higher at 184p.

The possibility of oil shortages if the Iran/Iraq conflict continues boosted oils, which experienced continuing strong support by leading institutions. BP rose to yet another new high climbing 12p to 242p, along with Shell, 8p stronger at 460p. Ultramar was again in demand, following recent press Equity turnover on October 21 was £136.71m (17,515 bargains). Active stocks yesterday according to the Exchange Telegraph were: Anglo, Lamsa, BP, Ultramar, Racal, KCA, GKN, Barclays, Plessey, ICI, GEC, GEC, Grand Met, ICI and Marks & Spencer.

Traded Options: Dealers reported active inquiry on expiry day, with total contracts numbering 3,498, against 1,864. Oil shares again featured strongly, with BP on 608 contracts and Shell on 91 contracts. But Lorbio still attracted 409 and Cons Gold Fields 327.

Traditional options saw calls made in Grindlays at 16p and Oil Co of Australia at 5p, while doubles were completed in Town & City at 41p and FNPC at 7p. 2p, but the total dividend of 4p, being maintained at 53.5p gross.

High interest pushes down London and Northern

By Margaret Pagano

High interest charges and the steel strike this year undermined the increased trading profitability reported by London and Northern in all its group's activities.

Pretax profits fell to £4.2m in the first six months to £3.8m last year, on turnover up by £7m to £110.8m. The construction, scrap and steel stock charges rose from £2.3m in the same period last year to £3.6m this year.

An interim gross dividend of 2p has been maintained. The share price rose 1p to 35p on the news.

Mr. Jack Mackenzie, the chairman, said yesterday that the steel dividend would be held at last year's level of 3.36p. Trading throughout the group's construction and building products activities had shown increased profitability in the first half. This improvement, however, was not sufficient to outweigh the effects of the higher interest rates and the downturn in metal reclamation and steel stock holding, which accelerated during the steel strike.

Mr. Mackenzie said that the strike had limited the group's market and this had a reflected selling price for metal in the United Kingdom market. The group was able to export much of its scrap but now finds the European market overstocked.

Net borrowings, which stand at last year's level of £21m, increased from £15m the previous year. There was as yet no need to reduce these levels.

In the last full year, the group saw pretax profits of £12.9m, a turnover of £228m, an increase of 31 per cent on 1978.

The group has contracts for the oil industry around Inverness and Aberdeen.

Poor second half hits Kalamazoo

Although turnover of the Kalamazoo business system group climbed from £25.3m to £30.7m in the 12 months to August 1, profits attributable to the company slipped from £1.44m to £1.16m. Earnings per share are down from 4.3p to 3.2p, but the total dividend of 4p, being maintained at 53.5p gross.

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Duport deep in red with no recovery seen this year

By Rosemary Unsworth

The recession and the steel strike combined to push Duport deep into the red as the group's breaking even by the year-end. The whole of last year saw profits reach £6.6m.

The private steelmaking, engineering and domestic equipment group saw last year's £4.1m pretax profit turned into a £4.5m loss during the six months to July 31, while pretax losses dipped from £9.7m to £9.5m. The scale of the downturn, however, surpassed market expectations and the share price dropped 21p to 201p as analysts announced that full-year losses would touch £5m.

The interim dividend has also been based. Last year the group paid 3p gross.

Dupont's industrial problems were compounded by higher interest charges which rose from £1.1m to £2.2m in borrowings increased by £5m to £27m. In addition, the group estimates that the steel strike in the first quarter cost it £2.4m while trading losses of £2.5m, compared

with a £5.2m profit, were increased by £750,000 of redundancy costs.

On top of that, the group is charging a further £500,000 for redundancies in the second half with £1m reorganisation costs as an extraordinary item in the accounts. By the end of the financial year, manpower in the UK will have been reduced by 1,600 employees to 6,000.

The main factor in the results was the reduction in demand which hit hardest in July. With a decreasing rate throughout the year, the group's recent plans investment in nothing as few orders came in.

On the steel side, trading losses were £1.5m compared with a £3.3m profit, metal forming produced a £295,000 loss against a £295,000 profit, and the fasteners division, which includes Slumberland and Groverwood Kitchen, produced losses of £941,000 compared with profits of £427,000.

Mr. Eric Sayers, chairman, said that the steel strike in the first quarter cost it £2.4m while trading losses of £2.5m, compared

with a £5.2m profit, were increased by £750,000 of redundancy costs.

On top of that, the group is charging a further £500,000 for redundancies in the second half with £1m reorganisation costs as an extraordinary item in the accounts. By the end of the financial year, manpower in the UK will have been reduced by 1,600 employees to 6,000.

The main factor in the results was the reduction in demand which hit hardest in July. With a decreasing rate throughout the year, the group's recent plans investment in nothing as few orders came in.

On the steel side, trading losses were £1.5m compared with a £3.3m profit, metal forming produced a £295,000 loss against a £295,000 profit, and the fasteners division, which includes Slumberland and Groverwood Kitchen, produced losses of £941,000 compared with profits of £427,000.

Mr. Eric Sayers, chairman, said that the steel strike in the first quarter cost it £2.4m while trading losses of £2.5m, compared

Telephone Rentals set for better year

By Catherine Gann

Discussion between the Department of Industry and the telecommunications industry have not yet elicited any details of the intended relaxation of the Post Office monopoly on telephone equipment.

Meanwhile, Telephone Rentals, itself a Post Office approved supplier and installer of private exchanges, and Sean & Strike on June 30 to £6.3m already under its belt. Mr. Eric Cooper, the chairman, said yesterday that the full-year results should still be "satisfactory", and exceed last year's £11.3m pretax profit.

The interim dividend has been raised by 11 per cent to 2.66p gross. The interim profit improvement largely reflects delayed business from last year's engineering strike coming into the first half of

the year.

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Briefly

Barclays Bank Group reported a fall in its share price in the London Stock Exchange. The share price fell from 456p to 453p.

The share price of the London Stock Exchange fell from 488.7 to 485.7.

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Latest results

Company	Sales £m	Profits £m	Earnings per share	Div pence	Pay date	Year's total
ICI or ICI	184.151	10.62(13.2)	3.0(3.3)	1.7(1.7)	2/1	(-4.38)
ICI Stores (I)	(-)	0.82(0.68)	(-)	2(1.75)	1/12	(-6.0)
Conf Union (I)	(-)	4.4*(4.1)	10.68*(8.45)	(-2.13)	(-)	(-5.23)
Dupont (I)	93.5(97.8)	1.7(1.65)	(-)	2.3(2.1)	(-)	3.3(3.0)
Eleco Hides (I)	19.7(17.03)	4.39(4.6)	0.43(0.64)	24/11	(-1.34)	(-)
Greenbank Ind (I)	37.8(28.2)	1.39(1.0)	4.53(3.89)	10/12	(-2.7)	(-)
Hawker Siddley (I)	617(555)	57.2(53.1)	14.7(14.3)	(-3.1)	(-)	(-8.0)
Lon & Northern (I)	110.8(103.5)	4.2(3.8)	4.3(4.4)	31/12	(-3.75)	(-)
London Sumatra (I)	9.07(8.62)	4.33(4.47)	15.6(15.36)	2(12)	3.1	(-3.0)
Pressac (I)	8.79(9.7)	0.29(1.25)	1.41(10.9)	5/12	1.25(2.0)	(-)
Tele Rentals (I)	24.9(18.3)	6.3(5.3)	10.8(9.75)	3/12	(-17.5)	(-)
Trust Union (I)	(-)	1.22(0.92)	(-)	5/12	(-2.7)	(-)

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business News dividends are shown on a gross basis. To establish gross multiply the net dividend by 1.428. Profits are shown pre-tax and earnings are net. * = loss.

DUFORT GROUP

INTERIM REPORT

Points from the Report to Members for six months ended 31 July 1980

- Group loss on trading for the six months to 31 July 1980 amounted to £2.5 million. With much increased financing costs the loss after interest was £4.5 million compared with a profit of £4.14 million for the same period last year. The loss of profit arising from the effects of the B.S.C. strike early in the year was £2.4 million and trading losses have also been increased by £750,000 of redundancy costs resulting from action taken to reduce operating costs in line with lower activity levels.
- The demand for engineering quality steels did not recover following the settlement of the steel strike as customers reduced their stocks in response to lower levels of trading; and competition has been so intense that steel is now being sold at much reduced prices.
- Our metal forming interests were affected by weak demand in the tractor and motor industries and our foundries in particular operated well below capacity throughout the period.
- De-stocking in the High Street adversely affected our furniture companies, but Slumberland made some progress in the development of an improved product range. Our plastics interests achieved satisfactory results.
- In view of the results for the first half of the year and the uncertain climate which is facing the Group, the Board does not feel it appropriate to declare an interim dividend.

	Six months to 31 July		Full Year
	1980	1979	1979/80
	£'000	£'000	£'000
TURNOVER	93,539	97,800	193,822
PROFIT/LOSS (-) BEFORE TAXATION	-4,468	4,142	6,563
TAXATION	62	572	1,012
PROFIT/LOSS (-) AFTER TAXATION	-4,530	3,570	5,551
ORDINARY DIVIDENDS		962	2,288

- The results for the first half of the year demonstrate the harsh effects of current economic policies being pursued by the Government coupled with the effects of the present recession. The private sector is bearing a great burden imposed by over valued sterling, high interest rates and ill disciplined Public Sector spending. Strenuous efforts are being made to reduce costs and to improve competitiveness. By the end of the financial year the Group will have reduced manpower in the U.K. by over 1,600 employees to 6,000 in total. These redundancies have already been announced and will result in a further cost of £600,000 being charged against trading in the second half of the year, together with £1 million of reorganisation costs to be included in the accounts as an extraordinary item. However in a capital intensive industry such as steel, the maintenance of a volume base and sensible pricing structure is crucial, particularly so since the Private Sector of the Steel Industry does not have recourse to the public purse to fund its losses.

The outlook for the remainder of the year is not at all clear with the underlying level of activity in the economy being confused and the consumption base continually eroded. So far the second half of the year has seen a further deterioration in trading conditions. Demand in our steel works is extremely low and whilst there are small improvements in other sectors of the Group, further losses are inevitable until the return of a more viable level of demand and realistic price levels in the U.K. economy. It is disturbing that as a company that has invested substantially over the past few years, when some sections of industry have been properly criticised by Government and Trade Unions, we find ourselves in a position of having excellent and well managed facilities that are dramatically underutilised.

Copies of the full Report will be sent to all Shareholders and to Debenture and Loan Stockholders. Further copies are available from The Secretary, Duport Limited, Duport House, Edgaston, Birmingham B16 8JL.

Quarries group up but pessimistic

By Our Financial Staff

Hoversham is ahead at the interim stage but has suffered a decline in the second half so far. The concrete, quarries and insurance broking concern saw pretax profits reach £1.3m in the six months to June compared with £1m last year on turnover that rose to £37.8m from £28.2m.

An interim dividend of 0.98p gross has been maintained and Mr. Christopher Needler, the chairman, said yesterday that the full-year dividend will be held. The results, he said, were disappointing because of the slowdown in demand, particularly in house building, which was first felt in May.

The beginning of the year saw "reasonable" orders coming in but the second half traditional rise in greater turnover and profits. Since business in July, August and September was down, the group expected lower profits in the second half, added Mr. Anthony Callaghan, the company secretary.

Some 50 redundancies have been made to reorganize branches and concentrate trading in divisions and further rationalisation is envisaged. Short and medium term borrowings are low and last year's overdraft of £1.3m has been repaid. The group was thus "consolidating" its position in the current trading conditions, Mr. Callaghan said.

Interest charges doubled at £1.4m, depreciation rose to £2.5m.

Said in the United States last year made an operating loss of £1m. It still loss-making and £2.5m has been set aside for financial restructuring to cover cash requirements.

Everybody loves Australian mining stocks these days. The country's mineral prospects, encouraged by the results of the past election, have provoked occasionally frenzied excitement. But one company that enjoys a steady growth predating the current boom and which, although an exploration company, also draws in a strong cash flow is Western Mining.

In the year to the end of June, WMC made pretax profits of A\$57.4m, or 22.4 cents a share, compared with A\$24.6m, or 11.9 cents a share, in 1978-79. Much the biggest single component in the company's earnings is nickel, which last year contributed A\$50.9m. Aluminium provided A\$11.1m, from direct and indirect holdings in Alcoa of Australia, amounting to 30.5 per cent. Gold revenue from stakes in Central Norbeman and Kalgoorlie Mining Associates was A\$12.3m.

Nickel is what makes WMC extraordinary. During the dark days of 1975-76 when nickel prices collapsed and then suspended publication of the price, WMC went on making money from the metal. Its fortunes

Pressac slumps and cuts dividend

MARKET REPORTS

Commodities

COPPER - The London market for copper was steady at 110.50 pence per lb. The New York market for copper was steady at 110.50 pence per lb. The Chicago market for copper was steady at 110.50 pence per lb. The London market for silver was steady at 110.50 pence per lb. The New York market for silver was steady at 110.50 pence per lb. The Chicago market for silver was steady at 110.50 pence per lb. The London market for gold was steady at 110.50 pence per lb. The New York market for gold was steady at 110.50 pence per lb. The Chicago market for gold was steady at 110.50 pence per lb.

Discount market

The Bank of England gave help on a large scale yesterday to relieve shortage of funds in the market. And in a departure from the practice of recent years, possibly significant and certainly striking the market as intriguing, the Bank yesterday announced that it was prepared to purchase and resell operations in this kind of paper.

Foreign exchange report

The pound fluctuated between extremes of \$2.4380 and \$2.4390 yesterday in active and nervous trading ahead of today's M.L.R. decision. Although dealers are not really looking for a cut, some services are predicting a developed behind Tuesday's surge at some. City quarters suggested the Government may be forced to act for political reasons.

Sterling: Spot and Forward

Market rates	October 22	October 23
New York	2.4380	2.4390
London	2.4380	2.4390
Frankfurt	2.4380	2.4390
Paris	2.4380	2.4390
Geneva	2.4380	2.4390
Basel	2.4380	2.4390
Zurich	2.4380	2.4390

Other Markets

A number of rail issues reported sharply higher earnings in the past week. St. Louis-San Francisco railway jumped 8 1/2 to 108. Burlington Northern gained 1 1/2 to 61 1/2. Chesapeake System was up 1 1/2 to 44 1/2. Southern Pacific rose 1 1/2 to 44 1/2. Union Pacific closed at 70 1/2.

Wall Street

New York, Oct. 23.—The New York Stock Exchange closed mixed with the Dow Jones industrial average at 955.12 up 0.68. Declines outnumbered advances at 743 to 724, with 432 issues unchanged. Volume totalled 43,000,000 shares, well below Tuesday's total of 51,230,000. The composite index rose 0.08 to 76.06, and the average price per share was up four cents.

Endeavour starts feasibility study in Indonesia

A full feasibility study has begun at Endeavour Resources 100 per cent owned alluvial gold deposits in Sulawesi, Indonesia. The Australian company revealed in its quarterly report. The study is being completed early next year. Additional drilling will now take place on the deposits where reserves previously reported indicate 300 million ounces of gold per cubic metre.

Indices

Rank of Morgan	October 22	October 23
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3

Dollar Spot Rates

Rank of Morgan	October 22	October 23
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3

Money Market Rates

Rank of Morgan	October 22	October 23
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3

EMS Currency Rates

Rank of Morgan	October 22	October 23
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3

Gold

Rank of Morgan	October 22	October 23
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3
US dollar	76.3	76.3

US commodities

CORNEAL SILVER futures closed 2 1/2 to 108. Burlington Northern gained 1 1/2 to 61 1/2. Chesapeake System was up 1 1/2 to 44 1/2. Southern Pacific rose 1 1/2 to 44 1/2. Union Pacific closed at 70 1/2.

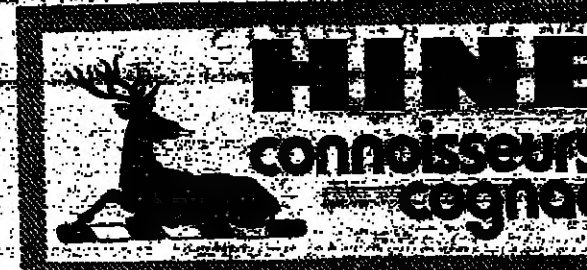
Authorized Units, Insurance & Offshore Funds

Authorized Unit Trusts	Insurance	Offshore Funds
1. ABC Unit Trust	1. ABC Insurance	1. ABC Offshore Fund
2. DEF Unit Trust	2. DEF Insurance	2. DEF Offshore Fund
3. GHI Unit Trust	3. GHI Insurance	3. GHI Offshore Fund
4. JKL Unit Trust	4. JKL Insurance	4. JKL Offshore Fund
5. MNO Unit Trust	5. MNO Insurance	5. MNO Offshore Fund
6. PQR Unit Trust	6. PQR Insurance	6. PQR Offshore Fund
7. STU Unit Trust	7. STU Insurance	7. STU Offshore Fund
8. VWX Unit Trust	8. VWX Insurance	8. VWX Offshore Fund
9. YZA Unit Trust	9. YZA Insurance	9. YZA Offshore Fund
10. BCD Unit Trust	10. BCD Insurance	10. BCD Offshore Fund

Stock Exchange Prices

Equities maintain progress

ACCOUNT DAYS: Dealings Began, Oct 13. Dealings End, Oct 24. Contango Day, Oct 27. Settlement Day, Nov 3.
 § Forward bargains are permitted on two previous days.



1979/80			1978/79			1977/78			1976/77			1975/76			1974/75			1973/74			1972/73			1971/72			1970/71			1969/70			1968/69			1967/68			1966/67			1965/66			1964/65			1963/64			1962/63			1961/62			1960/61			1959/60			1958/59			1957/58			1956/57			1955/56			1954/55			1953/54			1952/53			1951/52			1950/51			1949/50			1948/49			1947/48			1946/47			1945/46			1944/45			1943/44			1942/43			1941/42			1940/41			1939/40			1938/39			1937/38			1936/37			1935/36			1934/35			1933/34			1932/33			1931/32			1930/31			1929/30			1928/29			1927/28			1926/27			1925/26			1924/25			1923/24			1922/23			1921/22			1920/21			1919/20			1918/19			1917/18			1916/17			1915/16			1914/15			1913/14			1912/13			1911/12			1910/11			1909/10			1908/09			1907/08			1906/07			1905/06			1904/05			1903/04			1902/03			1901/02			1900/01			1899/00			1898/99			1897/98			1896/97			1895/96			1894/95			1893/94			1892/93			1891/92			1890/91			1889/90			1888/89			1887/88			1886/87			1885/86			1884/85			1883/84			1882/83			1881/82			1880/81			1879/80			1878/79			1877/78			1876/77			1875/76			1874/75			1873/74			1872/73			1871/72			1870/71			1869/70			1868/69			1867/68			1866/67			1865/66			1864/65			1863/64			1862/63			1861/62			1860/61			1859/60			1858/59			1857/58			1856/57			1855/56			1854/55			1853/54			1852/53			1851/52			1850/51			1849/50			1848/49			1847/48			1846/47			1845/46			1844/45			1843/44			1842/43			1841/42			1840/41			1839/40			1838/39			1837/38			1836/37			1835/36			1834/35			1833/34			1832/33			1831/32			1830/31			1829/30			1828/29			1827/28			1826/27			1825/26			1824/25			1823/24			1822/23			1821/22			1820/21			1819/20			1818/19			1817/18			1816/17			1815/16			1814/15			1813/14			1812/13			1811/12			1810/11			1809/10			1808/09			1807/08			1806/07			1805/06			1804/05			1803/04			1802/03			1801/02			1800/01			1799/00			1798/99			1797/98			1796/97			1795/96			1794/95			1793/94			1792/93			1791/92			1790/91			1789/90			1788/89			1787/88			1786/87			1785/86			1784/85			1783/84			1782/83			1781/82			1780/81			1779/80			1778/79			1777/78			1776/77			1775/76			1774/75			1773/74			1772/73			1771/72			1770/71			1769/70			1768/69			1767/68			1766/67			1765/66			1764/65			1763/64			1762/63			1761/62			1760/61			1759/60			1758/59			1757/58			1756/57			1755/56			1754/55			1753/54			1752/53			1751/52			1750/51			1749/50			1748/49			1747/48			1746/47			1745/46			1744/45			1743/44			1742/43			1741/42			1740/41			1739/40			1738/39			1737/38			1736/37			1735/36			1734/35			1733/34			1732/33			1731/32			1730/31			1729/30			1728/29			1727/28			1726/27			1725/26			1724/25			1723/24			1722/23			1721/22			1720/21			1719/20			1718/19			1717/18			1716/17			1715/16			1714/15			1713/14			1712/13			1711/12			1710/11			1709/10			1708/09			1707/08			1706/07			1705/06			1704/05			1703/04			1702/03			1701/02			1700/01			1699/00			1698/99			1697/98			1696/97			1695/96			1694/95			1693/94			1692/93			1691/92			1690/91			1689/90			1688/89			1687/88			1686/87			1685/86			1684/85			1683/84			1682/83			1681/82			1680/81			1679/80			1678/79			1677/78			1676/77			1675/76			1674/75			1673/74			1672/73			1671/72			1670/71			1669/70			1668/69			1667/68			1666/67			1665/66			1664/65			1663/64			1662/63			1661/62			1660/61			1659/60			1658/59			1657/58			1656/57			1655/56			1654/55			1653/54			1652/53			1651/52			1650/51			1649/50			1648/49			1647/48			1646/47			1645/46			1644/45			1643/44			1642/43			1641/42			1640/41			1639/40			1638/39			1637/38			1636/37			1635/36			1634/35			1633/34			1632/33			1631/32			1630/31			1629/30			1628/29			1627/28			1626/27			1625/26			1624/25			1623/24			1622/23			1621/22			1620/21			1619/20			1618/19			1617/18			1616/17			1615/16			1614/15			1613/14			1612/13			1611/12			1610/11			1609/10			1608/09			1607/08			1606/07			1605/06			1604/05			1603/04			1602/03			1601/02			1600/01			1599/00			1598/99			1597/98			1596/97			1595/96			1594/95			1593/94			1592/93			1591/92			1590/91			1589/90			1588/89			1587/88			1586/87			1585/86			1584/85			1583/84			1582/83			1581/82			1580/81			1579/80			1578/79			1577/78			1576/77			1575/76			1574/75			1573/74			1572/73			1571/72			1570/71			1569/70			1568/69			1567/68			1566/67			1565/66			1564/65			1563/64			1562/63			1561/62			1560/61			1559/60			1558/59			1557/58			1556/57			1555/56			1554/55			1553/54			1552/53			1551/52			1550/51			1549/50			1548/49			1547/48			1546/47			1545/46			1544/45			1543/44			1542/43			1541/42			1540/41			1539/40			1538/39			1537/38			1536/37			1535/36			1534/35			1533/34			1532/33			1531/32			1530/31			1529/30			1528/29			1527/28			1526/27			1525/26			1524/25			1523/24			1522/23			1521/22			1520/21			1519/20			1518/19			1517/18			1516/17			1515/16			1514/15			1513/14			1512/13			1511/12			1510/11			1509/10			1508/09			1507/08			1506/07			1505/06			1504/05			1503/04			1502/03			1501/02			1500/01			1499/00			1498/99			1497/98			1496/97			1495/96			1494/95			1493/94			1492/93			1491/92			1490/91			1489/90			1488/89			1487/88			1486/87			1485/86			1484/85			1483/84			1482/83			1481/82			1480/81			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